

CASHMORES for steel

The Daily Telegraph

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MENTAL HEALTH RESEARCH FUND

MURDERERS KILL TWO ULSTER POLICEMEN

Ministers halt Tory MPs' IRA talks

IRA murder squad killed two more Ulster policemen—one a Catholic father of 11—yesterday, bringing to 14 the total of police who have died by bomb or bullet since August, 1969.

At Westminster, six Conservative MPs ordered by Mr Maudling, Home Secretary, to call off talks they planned to hold with IRA leaders in Dublin on Monday.

In Belfast, Mr Callaghan, Shadow Home Secretary, said the security situation "can only be helped by political talks."

In Londonderry it is believed that the girl tarred, tared and shorn for her love of a British soldier will marry him in the local barracks today.

Her brother, Mr Hugh Duffy, 22, blamed the "Women's Revenge Group," whose aim is to stop fraternising.

Another Ulster girl, Maura Duff, said yesterday that despite the tarring and shorn hair she would go ahead with her marriage to a British soldier.

She would go back to Londonderry with her husband after their wedding in January, she said.

The girl was wounded in the neck last month and Maura said then: "I am dreading the thought of going back with a soldier as a husband because of the situation."

But after looking at the picture yesterday of the Londonderry tarring and shorn hair she said she was "horrified."

Maura said it didn't alter her decision to marry a British soldier.

Ulster Unionist MPs at Westminster were particularly annoyed. The matter was raised at a meeting of the executive of the 1922 Committee of Conservative backbenchers, while the Monday Club was all ready to condemn "talks with the enemy."

Mr Maudling, Home Secretary, is understood to have insisted that the backbenchers should cancel their plan.

Mr Derek Coombs, 40, the new MP for Yardley, who arranged the visit, agreed that the meeting with the IRA should not take place after being seen by Mr Francis Pym, the Government Chief Whip.

He announced later that the entire visit had been called off.

The group was to have met Mr Cathal Goulding, Chief of Staff of the official wing of the IRA, Mr Sean McStiofain, military leader of the Provisionals, and Mr Rory O'Brady, leader of the political section of the Provisionals.

"No knowledge" claim

The other MPs in the party are Mr Philip Goodhart (Beckenham), who last night was re-elected joint honorary secretary of the 1922 Committee, Mr William Deedes (Ashford), chairman of the party's Home Affairs Committee and a former Home Office Minister, Mr Peter Emery (Hornsea), Capt Walter Elliot (Cardinal), and Mr Laurence Reed (Bolton, East).

Some of the MPs are claiming that they had no knowledge of the plan to see the IRA leaders before news of the talks came out yesterday afternoon.

In a statement last night, Mr Coombs said: "Since it became known earlier today that I had arranged for a party of backbench MPs to visit Northern Ireland and Eireland, other colleagues in the Commons have made representations about the wisdom of the proposed trip."

"I discussed this with members who were due to go with me and after a great deal of consideration we have decided to cancel our visit."

Search for solution

In an earlier statement, made before the cancellation decision, Mr Coombs said that the party wanted to take "as wide a look at the whole situation as we can. Everybody wants to stop the slaughter of innocent people and call a halt to British troops being murdered."

"There must be a sensible way, and we wish to make such contribution as we can towards a joint solution in the interests of Britain and the Irish people."

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Tarred girl in secret meeting

Daily Telegraph Reporter

AN Ulster Catholic girl, tarred, feathered and shorn by the IRA on Tuesday night, will probably marry her British soldier fiance today in the Chapel of Ebrington Barracks, Londonderry.

The couple, Martha Doherty, 19, and Pte John Larter, 18, of the Royal Anglian Regiment, met yesterday to discuss their future at a secret rendezvous known only to the Army.

It was for "fraternising" with Pte Larter that Miss Doherty was punished by IRA women.

But both wings of the IRA are now denying responsibility for the tarring and feathering, and for a similar incident 24 hours later.

While they agree that some form of punishment is necessary for women mixing with "enemy troops," tarring, hair cropping and public humiliation is not encouraged for young girls.

Same post used

In the second incident, Deirdre Duffy, 17, a cinema usherette from the Creggan Estate, Londonderry, suffered similar treatment to Martha Doherty.

She was tied to the same lamp-post in the Bogside, her hair was cropped, and red and black printer's ink was poured on her head.

About 200 people crowded round the girl in silence as a placard reading "Soldier Doll" was hung from her neck.

Miss Duffy was later stated to be "satisfactory" in hospital.

Her brother, Mr Hugh Duffy, 22, blamed the "Women's Revenge Group," whose aim is to stop fraternising.

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A police escort for Trooper Walter Edwards, 26, a Protestant, and his bride, Miss Llish McConnell also 26, a Roman Catholic, whom he met while serving in Belfast, after their wedding at Oswestry Roman Catholic Church, Shropshire, yesterday. Detectives searched the church before the ceremony.

Yard holds 10 after \$72m bonds theft

By T. A. SANDROCK, Crime Correspondent

SEVEN Americans and three Englishmen were held in London last night by police investigating the theft of \$72 million (£30 million) worth of bonds and stocks from Chicago.

The arrests were made after a joint inquiry by Scotland Yard detectives, American Treasury investigators and the American Secret Service.

Some of those now being held had been trailed into this country via Heathrow Airport.

A watch was then kept on a group of men who met in a Mayfair flat.

Early yesterday detectives raided the flat in Park Street. Bonds and stocks worth about 12 million dollars were seized.

As a security measure the 10 people now being held were taken to separate police stations.

Scotland Yard would not say whether charges would be made in this country or whether the Americans would be held for extradition.

Details of the arrests and those held have been sent to the Federal Bureau of Investigation headquarters.

ST. JOHN-STEVAS TO JOIN 1922 EXECUTIVE

By Our Political Correspondent

Conservative M.P.s last night selected two new members to the executive of the 1922 Committee. Mr Stephen Hastings, 50 (Mid-Beas) and Mr Norman St John-Stevas, 42 (Chelmsford).

They take the places of Sir Rayner Nicholson, 59 (Peterborough) and Mr Patrick Wall, 55 (Halterpool), who were unsuccessful in the ballot.

Sir Tufton Beamish (Lewes) and Mr John Hall (Wycombe) were re-elected joint vice-chairmen.

Other members of the 12-strong executive were all re-elected. They are Mr John Biffen (Oswestry), Mr John Rixes-Davison (Chilwell), Mr Tom Boardman (Leicester S.W.), Mr Bernard Braine (Essex S.E.), Mr Charles Cairns (Uxbridge), Mr Nigel Fisher (Surrey), Mr Peter Borden (Horsham), Mr Gilbert London (Herts S.W.), Mr Neil Martin (Banbury) and Mrs Gertrude O'Brien (Woking).

U.S. AID RESTORED

By Our Washington Staff

The U.S. Senate voted 46 to 42 yesterday to restore \$132 million it had cut from President Nixon's foreign military assistance programme, after sharp warnings from the White House that the move would jeopardise the continued withdrawal of American troops from Vietnam.

Congress Wrangle—P4

A. P. HERBERT DIES

Sir Alan Patrick Herbert—A.P.H.—satirist, humorist and former M.P., died at his London home yesterday aged 81. He had a stroke just before last Christmas.

Obituary—P6; Peterborough and Editorial Comment—P16

WALL STREET

Dow Jones industrial average closed at 214.91, down 11.25.

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BEER RACE SAILOR MISSING

Daily Telegraph Reporter

RESCUE ships and aircraft were searching last night for one of three lone yachtsmen who planned to race one another across the Atlantic to Barbados for a 4½ gallon barrel of beer.

The three friends, bachelors from Bosham, Sussex, set off from Chichester harbour on Oct. 17 in identical 19ft Hunter class glass fibre-sloops.

On Oct. 30, after repeated delays through bad weather, Alan Gick aboard his yacht Cockle and Geoffrey Cath in Chantler sailed 14 hours apart from Falmouth on the first leg of their journey, 650 miles to Vigo, in Spain.

On Wednesday, Nigel Harman in Sam sailed from Falmouth to meet up with them.

Early yesterday Gick, a chartered accountant, 25-year-old son of Rear-Adm. Philip Gick, was picked from stormy seas by an Antwerp-bound West German freighter, the Alsterdam, 3,361 tons.

"Unstable" claim

He sent an urgent message from the freighter to coastguards in Cornwall, asking them to try to stop Harman, 28, an estate agent from sailing. He said that his sloop, which he claimed was unstable, had capsized and sunk south-west of Brest and about 250 miles from Falmouth.

After an unsuccessful air-search joined by Navy helicopters, Lands End radio operators contacted Harman as he passed The Lizard and advised him to put back into Falmouth.

French rescue services were continuing the search last night for Cath, a 27-year-old buyer, who was thought to be beyond the range of the Navy helicopters.

Mr Oliver Lee, of Burnham-on-Crouch, designer of the Hunter sloop, said last night that it had earned a reputation as a "safe, seaworthy little boat."

He added: "They were never designed for transatlantic crossings."

OUTPUT RISES

By Our Business Correspondent

Industrial output rose slightly in September, the Central Statistical Office reported yesterday. The all-industries index showed a one-point rise to 127.1 (1965=70) from August and that for manufacturing went up from 127.4 to 128.3.

City Details—P19

ANTI-STRIKE ACT

By Our Political Staff

All provisions of the Industrial Relations Act, except those covering disclosure of information and claims for damages for breach of contract will be in force by Easter, Mr Carr, Employment Secretary, said yesterday in the Commons answer.

Today's Weather

GENERAL SITUATION: Ridge of high pressure extends N.E. across British Isles.

LONDON, S.E. CENT. ENGLAND: Mostly dry, becoming cloudy. Wind N.E. light or moderate. Max. 48F (9C).

S. ENGLAND, S.W. ENGLAND: Mostly cloudy, occasional showers. Wind light, variable. 48F (9C).

S. NORTH SEA: Wind N.E., force 5, fresh breeze, or force 6 to 7, strong to gale. Sea moderate or rough.

STRAIT OF DOVER, ENGLISH CHANNEL (E.): Wind N.E., force 5, locally force 6 to 7. Sea moderate, locally rough.

ST. GEORGE'S CHANNEL, IRISH SEA: Wind variable, N.W., force 1 to 3, light to gentle breeze. Sea smooth to light.

OUTLOOK: Rain in most parts spreading from N.W.

Weather Maps—P20

Carr cuts work permits for foreigners

By DAVID HARRIS, Political Staff

THE entry into Britain of foreign workers is to be further restricted because of rising unemployment, Mr Carr, Employment Secretary, announced last night in a Commons written answer.

The Government, he said, has decided to stop issuing permits to work in industry and commerce for unskilled and semi-skilled alien men from all countries other than the Common Market, Norway and Denmark.

The cut starts on Jan. 1.

About 9,500 work permits were issued to men in this category last year. The workers came mainly from Spain, Greece, North Africa and Turkey.

About 7,500 were employed in the hotel and catering industry. Mr Carr said an exception would be made for this industry, but a reduction would be brought about by a quota system for permits.

In 1972, the industry will be allowed 5,500 permits for unskilled and semi-skilled men. This will be cut to 3,500 in 1975.

The quota is intended to give the industry, particularly hotels

Common Questions—P10

in London and seaside resorts, time to recruit and train additional British labour to meet its demands.

The new restrictions do not apply to women, who form a fairly small proportion of the aliens allowed in to work.

And workers from Eire will continue to be allowed to enter Britain freely.

The total number of aliens granted permits last year, including skilled workers and people from the Common Market countries, was 67,500.

The restrictions will not be applied to the Common Market, Norway and Denmark because the enlarged Market will allow the free movement of labour between member countries.

SWISS FANS TOLD TO SOBER UP

Swiss soccer fans flying home last night after their team's draw against England on Wednesday were given a warning at Heathrow by a B.O.A.C. pilot: "Sober up, or you don't fly."

The warning came after some of the 375 passengers on a chartered supporter's flight made the meeting of the Group of Ten Finance Ministers and the failure of the US to reach an accommodation with Japan weakened investors' morale.

Commonly Soft-sells Japanese—P5

WALL ST AT LOWEST YET THIS YEAR

Share prices dropped to their lowest levels of the year on Wall Street yesterday as investors apparently reacted to a gloomy mood of confusion and pessimism over both the international and domestic economic outlook.

At midday the Dow Jones industrial average was down 5.05 points at 821.12. It touched 800 as recently as Oct. 7.

The gloom investment mood yesterday was due more than usual to international uncertainties. The postponement of the meeting of the Group of Ten Finance Ministers and the failure of the US to reach an accommodation with Japan weakened investors' morale.

Commonly Soft-sells Japanese—P5

DEINHARD BERNKASTELER Green Label Weinhard

Does it make our Green Label taste any better?

You may have to put your reading-glasses on to get it, but every bottle of Deinhard Green Label—and Hanns Christof too—carries the message "BOTTLED IN GERMANY"

When you open the bottle you will discover why.

Most wines travel better in bottle than in cask, and by bottling our wines near the vineyards (to the stringent regulations of the German State), we ensure that it reaches you at its peak, with all its delightful freshness and crispness sealed in.

Perhaps it's not really surprising that Deinhard Green Label is easily Britain's most popular Moselle.

Deinhard

Weather Maps—P20

Continued on Back P., Col. 6

PAY-IN-ADVANCE SCHEME HALVES INTER-CITY FARE

By ROBERT BEDLOW, Transport Correspondent
CUT-PRICE fares are to be introduced by British Rail on several key inter-city routes with a scheme under which passengers must buy their tickets at least a month and not more than three months in advance.

The scheme, called Supersave, cuts fares by nearly half. Its purpose is to fill empty second class seats on selected routes through the sale of a variable quota of cut-price tickets, with more seats available at the less busy times of the year.

The cheap fares will not be available during Bank and public holiday periods or on most Saturdays.

Choose train in advance

Passengers will be asked to choose in advance, from the list of services available, the train and date on which they wish to travel, and to name alternatives.

Booking for London-Liverpool and London-Glasgow journeys will be accepted from next Saturday for journeys on and after Dec. 13.

The second-class single to Glasgow will be £3.75, compared with the normal £6.60; and to Liverpool, £2.25 instead of £4.05.

In the New Year the tickets will be available on principal

Inter-City routes between London and Edinburgh, the North-East, Yorkshire, Humberside, South Wales, Bristol, and the West.

They will not be available on the London-Birmingham and London-Manchester routes. A British Rail spokesman said that the trains on Midland Region's electrified main line had little room to spare.

Singles only

For return travel, two single tickets will be issued at the time of booking. There will be half-fares for children under 14.

Booking facilities are being offered for journeys between Euston and Liverpool Lime Street or Glasgow Central at the inquiry offices of these stations. Passengers can also obtain tickets by completing a postal application form at principal stations and travel agents.

Supersave fare examples

	Ordinary		Saving £ p
	Single £ p	Second class £ p	
London (Euston) to/from			
GLASGOW	5.75	6.60	2.85
LIVERPOOL	2.25	4.05	1.80
Available in the New Year and bookable from a date to be announced:			
London (King's Cross) to/from			
Edinburgh	3.75	6.80	2.85
Newcastle	2.50	5.45	2.95
Hull	2.50	4.00	1.50
Leeds	2.25	3.85	1.60
Doncaster	2.00	3.15	1.15
London (Paddington) to/from			
Penzance	3.70	4.75	1.05
Exeter	2.10	2.80	0.70
Cardiff	1.80	2.75	0.95
Reading to/from			
Penzance	3.50	4.20	0.90
Exeter	1.70	2.25	0.55
Cardiff	1.50	2.10	0.65

Wider tourist circuit urged for Britain

By HUGH FERGUSON, Environment Correspondent
HISTORIC centres such as Oxford, Stratford-upon-Avon, Windsor and Edinburgh are threatened with a "total seize-up" in five years because Britain's record 1971 influx of more than seven million visitors is likely to be doubled.

The warning was given yesterday by Mr MICHAEL WALKER, now director of the Civic Trust, along with a four-point plan to tackle the problem of making less thriving places of character attractive.

Mr Middleton told a British Tourist Authority conference in London on Tourism and the Environment: "The character of your towns is the bedrock upon which all else rests."

"Disregard it and your hotels will be white elephants, your restaurants empty. Character results from centuries of effort. It can be destroyed in months and weeks."

Traffic and buildings

Mr Middleton's four points were:

- 1—Through traffic and heavy vehicles should be re-routed from historic centres and conservation areas which would otherwise be doomed, if not by direct damage, then by blight.
- 2—Imagination and ingenuity must be brought to bear to find new ways of using old buildings of merit after they have outlived their original purpose.

A modest group of early 19th century boarding houses on a seafront, for instance, could be converted on a co-operative basis for low-price holidays.

3—Much more care must be given to the design of modern in-fill buildings.

4—Signs, wires and muddles of street furniture should be dealt with and co-ordinated painting undertaken.

Mr Middleton said that if the "immense dynamic" of the tourist industry could only be harnessed aright, new life could be instilled in heritage towns and the existing circuits could be relieved of the "total seize-up" which seemed inevitable.

Mr WALKER, Environment Secretary, in opening the conference, described the growth of tourism in Britain as "a truly remarkable performance."

Sir DESMOND PLUMMER, leader of the Greater London Council, said the council was to consider the implications of a registration scheme for hotels in Greater London under the Development of Tourism Act, 1969.

He recalled that the council wanted the Government to look into the introduction of a tourist tax.



Mr John Hill (right) and Mr Ken Peplow, general secretary of the United Kingdom Association of Professional Engineers, at yesterday's Press conference in London.

Winner in union case still fears dismissal

By ALAN HUGHES, Industrial Staff

MR JOHN HILL, 63, the £5,000-a-year contracts engineer involved in an Appeal Court case concerning trade union membership, spoke yesterday of his fears that C. A. Parsons of Newcastle, his employers, may try to find other grounds to dismiss him.

Two Appeal Court judges ruled on Wednesday that the company could not dismiss 38 of its engineers, including Mr Hill, because the refused to change trade unions.

At a Press conference Mr Hill said that although it had been a long fight he had always believed in the justice of the case. He is a member of the United Kingdom Association of Professional Engineers.

"Underhand tactics" "I feel no bitterness towards the other unions involved (the draughtsmen's section of the Amalgamated Union of Engineering Workers) although I

feel underhand tactics were used by militants in that organisation. It is possible that the company may try to get rid of me in another way but I am sure they will think twice before they try to do it. I know they have groomed someone to take my place."

Mr Hill, a married man with two married children, said his hobbies of golf, mountaineering and sailing, had helped him through the long battle.

He said the relationships between C. A. Parsons and its work force had, in his opinion, been excellent right up until the early 1960s.

Mr Hill, who has two years to go before retirement, added: "The fight has been worth it and I cannot say that my life has been miserable because of it."

Campaign of spite Mr K. Peplow, general secretary of the professional engineers, said: "We have been informed by the company's solicitors that Mr Hill's case applies only to him and that we shall have to fight the other 37 cases. I am going to Newcastle to get things moving."

"This is a campaign of spit and I cannot believe that it has been generated by the company but by some external influence."

The association is planning to launch a "defence fund" with a target of £1 million to fight possible action. "We are suggesting that 11,000 members should contribute £5 a head on a once for all basis," he said.

A spokesman for C. A. Parsons said last night: "All I can say is that the Appeal Court decision is being considered by our legal advisers. We are taking no further steps until they give us their answers."

Mr Michael Cooley, president of the draughtsmen's section, said last night: "The judgment merely anticipates the Industrial Relations Act. The new situation will be discussed at our executive meeting on Saturday. We will consider what steps to take to protect our closed shop agreement with the company."

TWO COUNTIES OPPOSE AIRPORT EXPANSION

Bedfordshire County Council is objecting to the proposed £2,500,000 expansion of Luton Airport, on the ground that more noise will be caused. It is to ask Mr Walker, Environment Secretary, to hold a public inquiry. Hertfordshire is also objecting.

Luton Corporation, which owns the airport, wants to provide 3,600 extra car-parking spaces and to improve a runway to cope with bigger jet planes. A consultant employed by the corporation predicted that after 1975, 2,800,000 passengers a year will use Luton.

The Government's view is that the airport will not be needed after 1988, when Foulness airport will be in operation. This is not accepted by the corporation.

£4,600 FOR FOUR RHODESIA STAMPS

By Our Philatelic Correspondent
A sale of British Commonwealth stamps by Temple Bar Auctions realised £30,000 yesterday. The highest price was £4,600 for an unused block of four of the Rhodesian 1910 E1 error of colour in scarlet and redish mauve.

An unused copy of the Kenya 1922-27 P25 black and carmine fetched £1,275 and the £50 black and brown of the same issue made £2,450. Robson Lowe obtained £51,000 for Ceres stamps with several items fetching more than £1,000 each.

Compensation Board pays record £42,000 to crime victim

By TERENCE SHAW, Legal Correspondent

A RECORD award of £42,000 to a man who suffered such severe head injuries that he will have to spend the rest of his life in hospital was among more than £2 million paid last year by the Criminal Injuries Compensation Board to victims of violent crime.

The board said in its seventh annual report, published yesterday, that the man is single and his needs in hospital will be met by the National Health Service.

His next of kin will therefore eventually derive benefit from the award. Compensation under the scheme is assessed on the basis of common law damages.

Home facilities But applicants whose injuries did not demand they stay in hospital were also likely to meet their needs from awards which could be used to provide special facilities in the home.

The board mentioned the case of a married woman of 38 who was battered with a brick while walking home and now suffers from fits of partial paralysis.

She is unable to wash and dress herself properly or do household chores, and her husband has to stay at home to look after her. The board awarded compensation of £26,576.

Compensation of £2,114,189 was paid in the year ended March 31, compared with £1,896,584 paid in 1969-70. Fewer applications for compensation than expected were received because of the postal strike.

The average award rose from £359 to £431. Last year's total of 7,419 applications is expected to rise to between 9,500 and 10,000 this year, partly because of the strike backlog.

Brave conduct The board said the compensation scheme was working well and pointed out that compensation was not reduced if the applicant received other money in recognition of valiant conduct.

But the injury had to be a direct result of violent crime for compensation to be awarded. This compensation was refused to a railway guard injured when he rescued a young woman running across electric railway lines after she had jumped from a train compartment in fear of being assaulted.

Awards were made to 872 policemen. In 21 cases, people received awards for injuries received while helping the police.

Criminal Injuries Compensation Board, Seventh Report, September 1971, p. 18.

MURDER CHARGE Ronald Hearn, 39, a builder of Farnham Road, Slough, was remanded until Wednesday at Bracknell, Berkshire, yesterday charged with murdering Patrick Jackson, 41, a fireman, at Windmill on Monday. Mr Jackson's charred body was found after fire in an unoccupied cottage.

HELL IN CITIES

New steps

to tame traffic

AFTER years of talk something is at last happening about urban road traffic in terms of action now rather than waiting for more and better roads.

It could amount to the most important steps yet taken to make life in cities more tolerable than it has become since the great post-war explosion of private car ownership and use.

If hell, as Shelley said, is city much like London, those who live and work in Edinburgh, Manchester, Birmingham and many another modern conurbation could lay similar claims.

One of the principal arguments has been about restricting the use of private cars in central areas. This is particularly true of London, but it has been left to other cities to make the first coordinated attempts at easing the flow by discouraging private cars while at the same time encouraging the development of public transport.

The attempts are admittedly scattered and sporadic but they are still highly significant. Duff Hart-Davis has been travelling the country looking into these schemes. He reports in the next issue of The Sunday Telegraph.

COLLEGE 'BUNGLED ESTIMATES'

THE arithmetic which the administrators of Sheffield Polytechnic used to work out their annual budget led to a call yesterday for an inquiry.

The estimates for staff wages fell short by £147,000 and now Sheffield education committee is faced with finding ways of raising the money—probably by diverting cash put aside for other purposes.

Councillor Frank Adams, the town's Conservative spokesman on education, said: "This is the first year the college has been allowed to work out its own finances and it has bungled it. Had it happened in commerce someone's head would have rolled."

"We want a full inquiry into how this mistake arose and an assurance that it will not happen again."

A polytechnic spokesman said: "We do not accept the figure of £147,000 fairly represents the position."

Until this year the finances were worked out by the corporation. The job was handed over to the administrators as part of a policy to make polytechnics more independent.

Double glazing? Why pay up to twice our price?



New, high efficiency Warmlife by Crittall-Hope can save you as much as 50% on double glazing your home.

Why the staggering price advantage? Because Warmlife is so easy for you to fit yourself. So you need pay only for the units—not the installation. If you prefer, we will fit Warmlife for you, giving a separate quotation for the job. That way you know just what your money is buying. And you'll still make a very worthwhile saving... because you benefit from the economies of large scale production. Remember, Crittall-Hope is Britain's largest manufacturer of windows.

Warmlife units are tailor-made to suit your windows and come fully assembled and ready-glazed. You can have hinged, sliding or fixed panels. The frames, made from L.C.I. Welvic, can't corrode, never need painting and have heat insulating properties 800 times greater than aluminium!

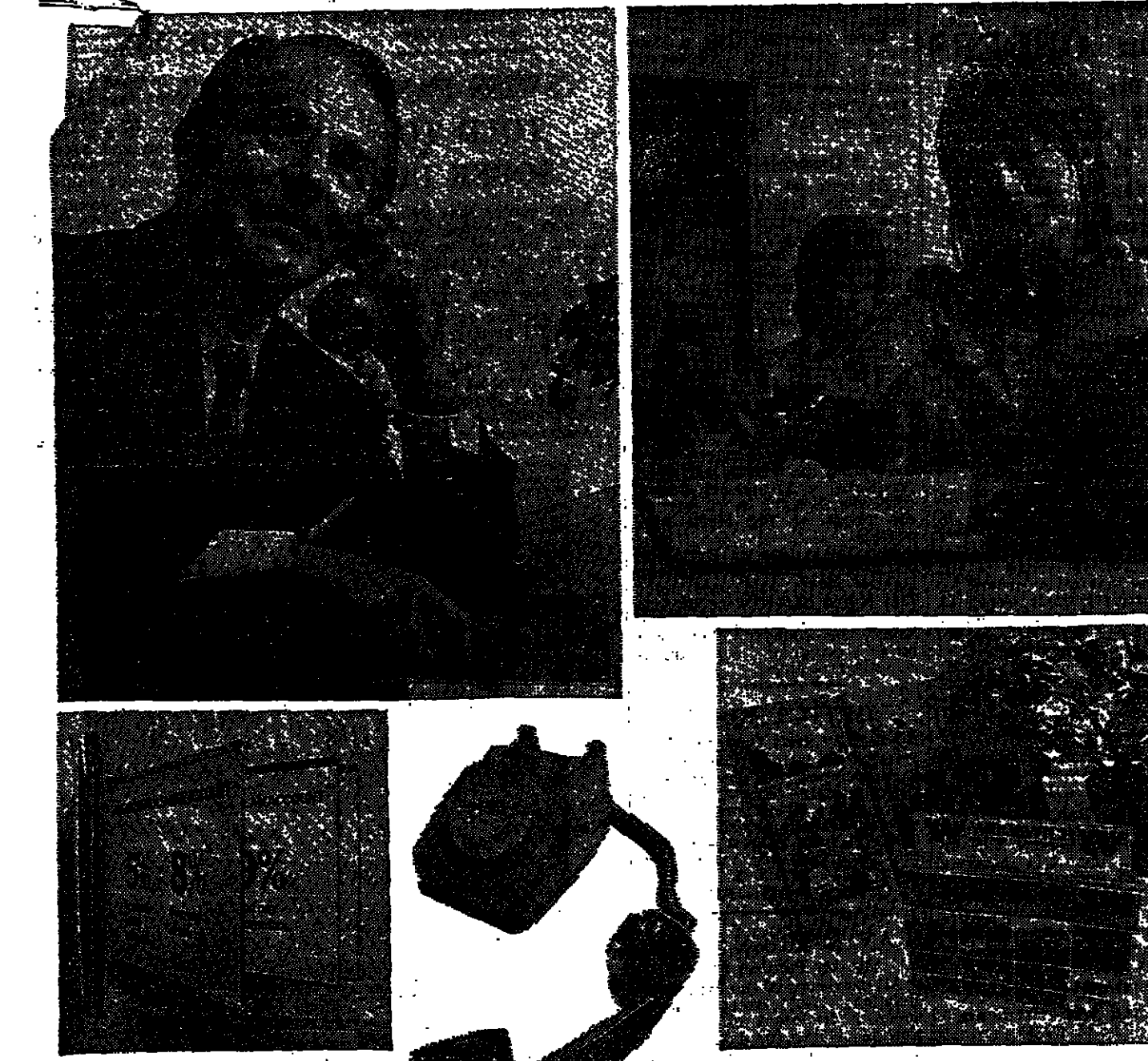
Crittall-Hope Warmlife does what only good double glazing can do: keeps in warmth... keeps out draughts and noise (Gleasonburgers too!) and cuts fuel bills so that you'll really notice the difference.

Send now for free 'Warmlife' colour brochure, price information sheet and details of generous discounts.

Crittall-Hope NEW Warmlife: you can't buy better. So why pay more?

To Crittall-Hope Double Glazing Ltd, Dept Crittall Road, Witham, Essex. Telephone: Witham 2481. Please send me free Warmlife colour brochure and details of discounts and deferred terms.

Name: _____
Address: _____
County: _____ Tel. No. _____
Member of the Insulation Glazing Association



The Woolwich Building Society is out to make you money. It's a non-profit-making organisation, which means all the gains go into your pocket. The Money Room is its centre—where your money makes money. It works like this. To ensure that we get the money we need to provide mortgages we offer a very good rate of interest to our investors.

Take our Share Account as an example. It offers 5% interest (4 1/2% from 1st January, 1972) after we've paid income tax on it for you. Where else can you get such a good return? With over £650,000,000 of assets your money is quite safe, and your profit assured. For further details write to the Woolwich Money Room at the address below, or call in on your local Woolwich branch.

The Woolwich Money Room. Where your money matters matter.



The Money Room

BOMBS CHARGE AN 'WROTE F MONSTERS'

By C. A. COUGHLIN, Old Bailey Correspondent
LETTER written by JACK PRESCOTT after his arrest in connection with the bomb attack on the home of Employment Minister Robert Carr described "that bastard th," and Mr Maudling and Mr Powell as "sterns and tyrants, an Old Bailey jury was yesterday.

JOHN MATHEW, prosecuting, who was continuing his address on the second day of the "Angry de" trial, said the letter was written by Prescott in jail to a woman living at a commune used by the Brigade in Grosvenor

Islington. The references to Mr Carr, Mr Maudling and Mr Powell were said to be written: "No one with murder as it is by these monsters in bare scales. If anyone of them were killed, it would not be the removal of tyrants; these can only be further use of humanity."

Political enemy
Mathew commented: "There in that letter sets out precisely what things were about this to him, the death of he considers his political enemy would not, in his murder."

Mathew has alleged that 26, and his co-accused, 24, were "self-revolutionaries and anarchists who sought to promote their ideals by acts of violence."

7, a decorator, of Rotten Lane, Southampton Purdie, a film technician in the road, Wandsworth, both pleaded not guilty, aspiring between July 30, and March 7, 1971, with GREENFIELD, ANNA JELSON, CHRISTOPHER JAMES STUART CHRISTIE, ANN CREEK and JOHN ER unlawfully and maliciously to cause explosion or to endanger life or a serious injury to property alone pleads not guilty charge that on Dec. 8, he unlawfully and maliciously caused an explosion of a nature likely to endanger life and injure property James's Square, W.1, and on 12, 1971, unlawfully caused a similar explosion to endanger life or property at the home of Mr Carr at Hadley Green, Barnet.

Mathew alleged that Prescott and Purdie were members of six other people of the Brigade, who committed bomb and shooting attacks in 1968 and 1971, mostly in London.

"The targets"
The targets attacked by the Purdie flat of Mr John Secretary of State for Industry, the Chelsea of Sir Peter Rawlinson, ex-General, the Metropolitan Police, and the Otago, Essex, of William Batty, managing director of the Ford Co.

Mathew said that Prescott and Purdie could not be involved in all the because for part of that both were serving prison terms. Purdie's rooms police used a blue folder contain-

"My birthday"
On April 27 Prescott and Purdie were in separate but adjoining cells at Barnet Magistrates' court where they had appeared on remand. Mr Mathew said a police officer overheard this conversation:—
Prescott: It's my birthday next month—the 2nd.
Purdie: Great, how old will you be?
Prescott: No. 26.
Purdie: I'll be 24 next birthday.
Prescott: Getting on, eh?
The men laughed and Prescott said: "Only another 40 years to go. If I get 15 years."
Purdie: It's a big slice of life, man.
Purdie started humming a tune and Prescott said: "It is my fault."
Purdie: ... It's not.
Prescott: Yet it is. Too much revolutionary fervour.
Purdie: I don't think you should talk about it.
The hearing was adjourned until today.

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The Dean of St. Paul's, the Very Rev. Martin Sullivan, addressing a Press conference in New York during his visit to the United States where he is hoping to raise further funds towards the £3 million target for major repairs to the cathedral.

Man on way to prayers joined demo

Daily Telegraph Reporter
A 39-YEAR-OLD mechanic denied at the Old Bailey yesterday that he was at the scene of a riot in Notting Hill in August last year in which 24 policemen were injured.
ROTHWELL KENTISH, of St Luke's Mews, Notting Hill, said he was on his way to a "thanksgiving service" with his 10-year-old daughter when he came across between 70 and 100 people demonstrating against the proposed closure of the Mangrove Restaurant, which was used mainly by coloured people.
He had an hour to spare and joined the demonstrators because "I have a strong belief in the dignity of black people and oppressed people all over the world." He did not contemplate any violence.

Thanksgiving service

Kentish claimed that he left the demonstration and went to a prayer service attended by white and coloured people which was a "thanksgiving" for the Greater London Council's rehousing of families from Actlam Road, Notting Hill.
He claimed he did not take part in any riot, had not thrown any bricks or been involved in any way with the Mangrove demonstrators' violence.
Kentish and six other coloured men and two women have pleaded not guilty to riotous assembly and causing an affray. The trial was adjourned until today.

SHIP PLUNDER ALLEGATIONS WITHDRAWN

Allegations of attempts by divers to plunder the wreck of a Dutch ship "Hollandia," 500 tons, which foundered off the Scilly Isles in 1743 were withdrawn in the Admiralty Court yesterday.

Mr A. P. Clarke, for the salvors, Mr Rex Cowan and Mr Michael Kavanagh of St Mary's, said 45 coins retrieved from the vessel by rival divers had been handed to the Receiver of Wrecks. The salvors accepted that there had been no improper removal of property from the ship.

Mr Justice Brandon stayed the salvors' action for damages and concession after the defendants had undertaken to leave the wreck alone. A High Court injunction was granted last week against Mr Mark Horobin and Mr David Rigolado, both of Newlyn, Cornwall, and Mr Michael Hicks, of St Mary's, restraining them from interfering with the ship.

COURT MARTIAL FOR ARTEMIS COMMANDER

Lt.-Cdr. Alan Godfrey, 31, commander of the Royal Navy submarine Artemis, 1,120 tons which sank at Gosport, Bants last July, will face a court martial on Monday. He is charged with negligently performing his duties as commanding officer of the Artemis, which was written off at a loss of £5 million.

Lt.-Cdr. Godfrey who was not aboard the submarine when it sank in 40ft. of water while berthed alongside the HMS Dolphin shore base, was a lieutenant at the time. He was promoted Lt.-Cdr. after the sinking.

BAIL REFUSED IN QE2 CASE

An offer of £10,000 bail for two Irish kitchen hands accused of possessing hand grenades aboard the liner QE2 was rejected by Southampton magistrates yesterday.
Mr John Reide, defending, said he could produce sureties of £5,000 each for Frank Patrick Henry, 32, and James Larkin, 26, both from Belfast. But they were remanded in custody for eight days.

Lord Mayor's Show to close streets

Daily Telegraph Reporter
A NUMBER of streets in the City of London will be closed during the Lord Mayor's Show tomorrow.
The head of the procession will leave Guildhall at 11.27 a.m. Times for closing and estimated re-opening of the following streets and approaches to them:
8 a.m. re-opening noon: Coleman Street, London Wall (South side only—West of Coleman Street).
10.30 a.m. noon: Aldermanbury, Addle Street, Basinghall Avenue, Basinghall Street, Fore Street, Gresham Street, King Street, Moor Lane, Wood Street.
MIDDAY CLOSURES
11.5 a.m.—12.20 p.m.: Bartholomew Lane, Cheapside (East of New Change), Cornhill, King William Street (North of Cannon Street), Lombard Street (North of King William Street), Lothbury, Mansion House Street, Moorgate, Old Broad Street (South of London Wall), Poultry, Princes Street, Queen Street (North of Queen Victoria Street (East of Cannon Street), Threadneedle Street.
11.30 a.m.—12.50 p.m.: Cannon Street (West of Friday Street, Cheapside (West of New Change), Peter Lane (South of West Harding Street), Goddard Street, Ludgate Circus, Ludgate Hill, New Change, Shoe Lane, St Paul's Churchyard (South side), Whitefriars Street, Westbound side of Fleet Street reopens 1.20 p.m., Eastbound side reopens 1.30 p.m.
1.5 p.m.—2.15 p.m.: Carmelite Street, Queen Victoria Street (West of Friday Street), Temple Avenue, Upper Thames Street (West of Queen Street), Victoria Embankment.
1.21 p.m.—2.30 p.m.: Cannon Street (West of Queen Street), Cheapside, Cornhill, King William Street (North of Cannon Street), Lombard Street (North of King William Street), Mansion House Street, Old Broad Street (South of London Wall), Poultry, Queen Street (North of Cannon Street), Queen Victoria Street (East of Friday Street), Threadneedle Street, Moorgate and Princes Street reopens 2.45 p.m. Some bus services will be diverted or curtailed. They are: 4, 5, 8, 11, 15, 18, 22, 25, 26, 45, 65, 76, 108, 132, 168, 171, 172.

SILK APPLICATIONS

By Our Legal Correspondent
Barristers wishing to be considered for the next list of recommendations for appointment as Silks are being asked to obtain application forms from the Permanent Secretary at the Lord Chancellor's Office. Completed forms should be returned by Jan. 11 next year.

Law journal attacks Oz case 'disaster'

By Our Legal Correspondent
THE Oz case is described as "an unmitigated disaster" in an editorial in the latest New Law Journal.

The case ended last week with the quashing by the Court of Appeal of convictions for obscenity against three "underground" editors.

"The trial alone is said to have cost £30,000 to £100,000 and occupied no less than 27 working days of a court with one of the most congested criminal lists in the country. And to what purpose?" asks the journal.

"No substantial improvement in the law relating to obscenity and certainly no other advantage to the public interest has resulted."

While the judgement of Lord Widgery, the Lord Chief Justice, in the Court of Appeal might have clarified the law on obscenity, it had only made it appear more nonsensical in the process.

Conflicting meanings

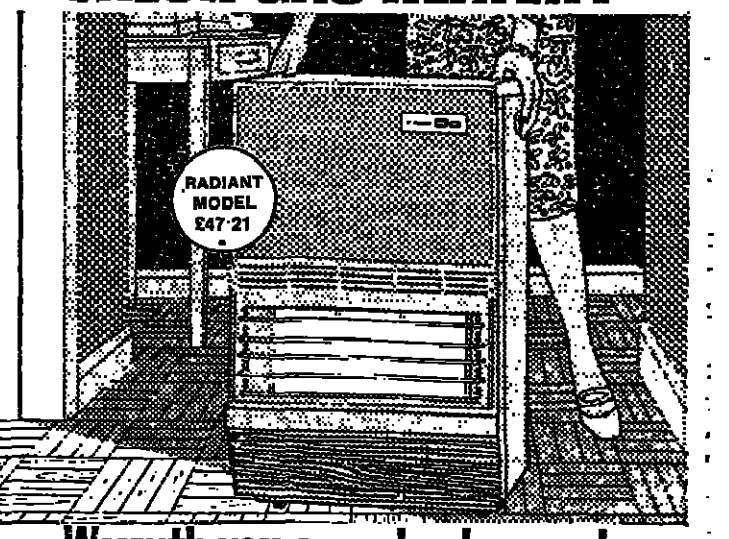
Socially and legally it was deplorable that obscenity could have conflicting meanings under the Obscene Publications Act and the Post Office Act which prohibits the sending of obscene and indecent articles through the post.

Convictions against the three defendants for offences under the Post Office Act were upheld by the Court of Appeal although their prison sentences of six months were suspended.

Of its fierce criticism of Judge Michael Arsyile, Q.C. in August for remanding the defendants in custody for reports before sentence, the journal says this had been supported by the Lord Chancellor's subsequent direction that defendants should only be remanded in custody for reports on grounds of necessity.

Almost all the costs of the Oz case are expected to be borne by public funds as the defendants were legally aided. Costs of legal fees in the trial and appeal may be up to about £25,000. This excludes the cost of providing the judges, the courts and their staff.

HERE COMES THE MOBILE, SELF-CONTAINED CALOR GAS HEATER!



Warmth you can wheel around—in complete safety

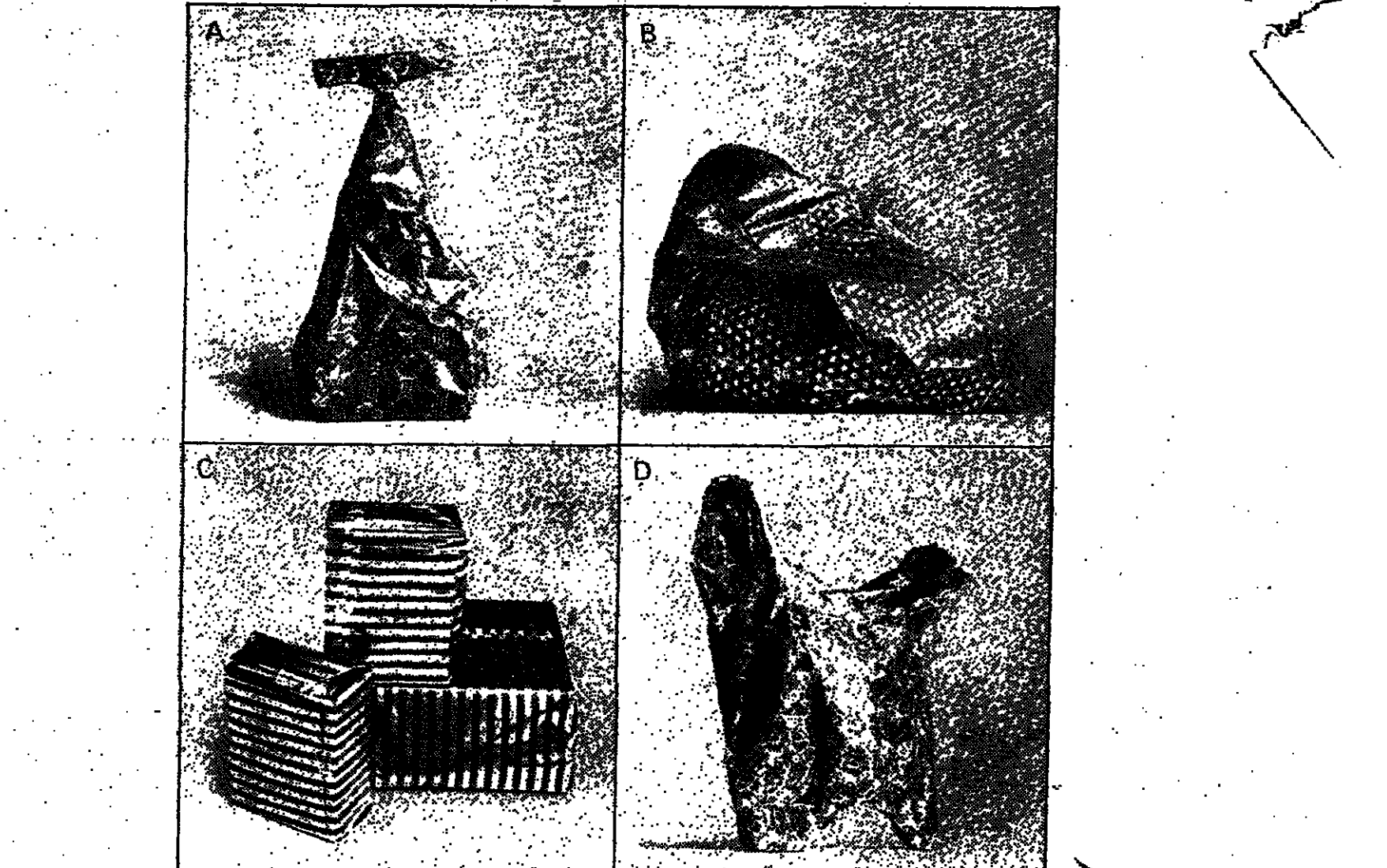
The Calor Gas Super Ser is a revolutionary new heater. Self-contained. Servicing. Safe. Super efficient. And inexpensive to run. There are no pipes or trailing wires. No flue is needed. There's no risk either. Besides a flame-failure safety device, Super Ser has the new and unique atmosphere analyser — gas supply is automatically shut off if room air conditions drop below the generous safety level. So now you can have fast, safe heat exactly where you want it. Calor Gas Super Ser is the perfect answer for homes, offices, clubs, restaurants, shops, pubs, workshops — anywhere! You need never be out of gas — the nationwide network of Calor centres and dealers puts Calor Gas on your doorstep!

SUPER SER BRIGHT NEW HEATERS FROM CALOR GAS

SEND ME THE FULL-COLOUR BROCHURE

To: Calor Gas Ltd., Name _____ DT13-11
Calor Gas House, Address _____
Dept. SS, Key West, Slough, Bucks. Tel No _____

Guess what you're getting for Christmas



Guess what the presents are and take your pick of 100 big prizes!

Every year millions of presents are safely secured with Sellotape Clear Tape. And many people spend their Christmas Eve trying to figure out what's inside their parcels. So, for our competition this year, we thought we'd give you a little practice and ask you to do just that. All you have to do is guess what's inside each of the four parcels. And to make life a bit easier, we're giving you three alternatives for each one. Just tick whichever boxes you think are right and in not more than twelve words give us a new, original Christmas use for 'Sellotape'.

For instance, had you thought of hanging your Christmas cards, or fixing decorations to the Christmas tree with 'Sellotape'? Or hanging the mistletoe almost anywhere?

Once you've thought of a new use, pick which of your four selections you'd like to receive, fill in the entry form and send it to us, along with the end tab from a roll of any 'Sellotape' product. You can have as many attempts as you like, as long as an end tab accompanies each entry. And, to the best entry goes an additional prize — a luxury 15 day Lord Brothers holiday for two in the Eastern Mediterranean. Then all you have to do is keep your fingers crossed. And you might receive a rather large Christmas present from us. Perhaps you'd like to guess what it will be.

Rules Competition closes December 1st 1971. Open to UK residents except employees/families of Sellotape Products Ltd. and Advertising Agencies Ltd. and their Advertising Agencies. All entries will be examined and the prizes will be awarded to the 100 readers who have correctly identified the mystery prizes, and have, in the opinion of the judges, suggested the most original Christmas use for 'Sellotape' Clear Tape, with the additional prize being awarded for the best entry.

No responsibility accepted for entries lost in the post or for incomplete, illegible or damaged entries. Proof of posting not accepted as proof of entry. The judges' decision is final (no correspondence will be entered into). Costs of postage and prizes will be awarded to the 100 readers who have correctly identified the mystery prizes, and have, in the opinion of the judges, suggested the most original Christmas use for 'Sellotape' Clear Tape, with the additional prize being awarded for the best entry.

Parcel A is: A motor scooter. A vacuum cleaner. A lawn mower.

Parcel B is: A child's paddling pool. An armchair. A dinghy with outboard motor.

Parcel C is: A stereo outfit. A wardrobe, dressing table and chest of drawers. A set of suitcases.

Parcel D is: A bicycle. A giant Teddy Bear. A portable valve.

Now in not more than twelve words, give us a new, original Christmas use for 'Sellotape' Clear Tape at Christmas time to _____ (Max. 12 words)

I enclose the end tab/tabs from a roll/rolls of a 'Sellotape' product. Please enter my attempt/Attempts in the 'Sellotape' Competition. If I win, I would like to receive _____

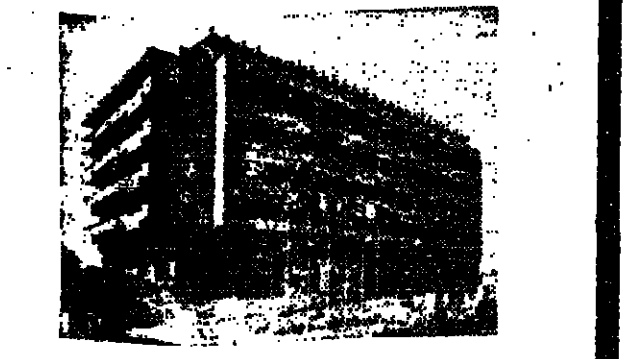
Name _____ Address _____ (BLOCK CAPITALS PLEASE)

To: 'Sellotape' Competition, D.G.F. Promotions Service Ltd., 197 Oxford Street, London W1R 2AE.



This winter you could be one of the most cosseted, pampered visitors to Malta.

Stay at the Grand Hotel Verdala — the service is first class. The pampering and cossetting begins when you arrive, with a welcome that'll get your taffy off to the best possible start. The rooms have private baths, air-conditioning and a magnificent view of our island. Then there's the food. Two restaurants (one of them 'roof top'), offering a wide choice of dishes, created by one of Europe's top chefs. And after the meal, the hotel night-club is the place to relax. There are two swimming pools (one heated in winter, both floodlit at night) with plenty of poolside space and changing rooms. Or you could go shopping in our fully equipped arcade. But whatever you do, the superb service will ensure that you'll enjoy it. Of course, you'll probably be spoilt for anything else, but you know the answer to that. Come back again next year.



GRAND HOTEL VERDALA, MALTA
For further information see our Travel Agents or write to The General Manager, Grand Hotel, Verdala, Malta.

SMITH DENIES THAT SETTLEMENT IS 'MERE FORMALITY'

By CHRISTOPHER MUNNION in Salisbury

MR IAN SMITH, the Rhodesian Prime Minister yesterday refuted suggestions that the visit of Sir Alec Douglas-Home, Foreign Secretary, to Salisbury next week was a "mere formality" to sign a settlement agreement.

In a cautious Independence Day broadcast to the nation, Mr Smith said "certain people" had been claiming that an agreement had already been reached. "I can tell you this is not so," he declared.

"In fact, in spite of this latest move, knowing as I do the magnitude of the problem I remain no more optimistic than I was before. I hope I am proved wrong."

Mr Smith's message came at the end of a night and day of celebrations marking the sixth anniversary of the Unilateral Declaration of Independence.

Clearly aiming to dampen the widespread optimism and elation which has emanated from the announcement of Sir Alec's visit, he reiterated that significant progress had been made in the talks. "But this is no cause for any great optimism."

Decks cleared

He added: "I would remind you that whenever we met on previous occasions... we also made progress... regrettable what proved in the end to be insufficient progress."

Sir Alec's visit meant that the decks had been cleared and the two sides would now be trying at the highest level to bridge the remaining gaps.

"But, once again, people should not jump to conclusions for we will now be dealing with the most vexed and difficult issues which up to the present have defied solution."

Mr Smith assured Rhodesians that his Government would do their honest and sincere best to resolve the issue. "We are satisfied that it would be in the best interests of Rhodesia to settle our dispute now providing we do not have to give way on any of our basic principles."

Stronger position

"It is unnecessary for me to reiterate that we have no intention of giving way. Fortunately we are in a stronger negotiating position than we have ever been and if the British Government displays unreasonableness then we are quite happy to continue as we are."

Mr Smith described as "fatuous" the idea that a sagging economy was forcing Rhod-

esia to compromise. "If this kind of talk encourages the British to be over-confident and over-insistent in the impending discussions then it would turn out to be inaccurate and destructive."

"Fortunately, judging from preliminary discussions, the British Government is better and more factually informed on this subject than some of our locals."

While accepting there are major difficulties to overcome, most sections of Rhodesian opinion believe there is sufficient goodwill between Sir Alec and Mr Smith to produce an agreement.

Members arrive

Several members of Sir Alec's retinue arrived in Salisbury yesterday. Sir Philip Adams, Deputy Cabinet Secretary, who has been a member of the previous talks missions, is due to arrive today.

The official British residence in Salisbury, Mirimba House, has been aired, cleaned and dusted and prepared for Sir Alec's stay.

U.S. CONGRESS VOTES AGAIN TO DEFEY U.N. BAN

By Our Washington Staff
The American House of Representatives has followed the Senate in voting 252 to 101 in favour of America imposing a chrome ban on Rhodesia in violation of the United Nations embargo. All this is required now is President Nixon's signature.

Supporters of the proposal in the House said that the ore was now being purchased from Rhodesia at inflated prices while Rhodesia produced better chrome at far less cost.

The proposal has been deliberately designed not to come into force until Jan. 1 in the hope that by then Britain and Rhodesia may have reached agreement, paving the way to the ending of the United Nations embargo.



Mr Ian Smith, Rhodesia's Prime Minister, and his wife, Janet (second from left) taking part in celebrations in Salisbury to mark the sixth anniversary of the country's unilateral declaration of Independence.

CASTRO PUTS ON SHOW OF DIPLOMACY

By FRANK TAYLOR in Santiago

DR FIDEL CASTRO, the Cuban Prime Minister, and President Allende of Chile, yesterday held formal talks in the Presidential Palace, in Santiago, marking what some political observers saw as "the beginning of a Havana-Santiago Marxist axis."

The Cuban leader, who arrived in Chile on Wednesday for an expected 10-day visit, was given a warm welcome by crowds outside the Palace.

They chanted "Fidel, Fidel" when he appeared on a balcony with President Allende. Dr Castro, who recently had talks in Havana with Mr Kosygin, the Soviet Prime Minister, appears to be in subdued mood, however. During an hour-long talk with Chilean journalists, he showed little of the fire of former years.

No rabble-rousing

When asked if he believed that other countries in Latin America would swing to the Left, he diplomatically replied: "I think other countries will follow the Cuban and Chilean examples."

It seemed that Dr Castro was deliberately confining himself to generalities, sensing perhaps that any rabble-rousing might damage Cuba's apparently good prospects of emerging from its isolation in the hemisphere.

Jews angry over report on Russian conditions

By ALAN OSBORN in Washington

THE United States State Department has upset Jewish leaders in America by alleging that reports of the treatment of Jews in Russia have been "overdrawn."

14 KILLED BY TEST SLIDE

By Our Tokyo Correspondent

FOURTEEN people died when an artificially-induced landslide experiment backfired at Kawasaki City near Tokyo yesterday.

Scientists had planned only a small slide in their study of how to prevent such occurrences during typhoons and heavy rainfall.

Firemen were instructed to pour water on a hillside until it showed signs of deteriorating. But without warning an overhanging cliff gave way, sending tons of mud down on scores of scientists, technicians and journalists, burying many of them alive.

Last night, firemen and police were still searching for a 15th person, a television cameraman, also believed to have died. Ten people were taken to hospital with injuries.

SHAKESPEARE FANS TOLD TO GET OUT

Around America

By Our New York Staff

THE Shakespeare Society of America has been served with an eviction notice at its 26-room Tudor-style Hollywood headquarters, which was built as a replica of New Place, where Shakespeare died.

But as rehearsals continue for the society's next production, "King Lear" in January, Mr Thad Taylor, who formed the society seven years ago, is looking for a lover of the Bard to give a plot of land.

"We could probably build our own theatre," he said. "We have nearly every building trade represented in our membership along with students and teachers."

The society had hoped to raise enough money to buy the headquarters, but a finance company which bought the building and its 3½ acres of ground for \$1 million (£418,666 sterling) issued the quit order.

£3M LOSS

Heavy cost of "Look"

THE high cost of ceasing to publish is disclosed in a report of Cowles Communications, which notes that the decision to kill its magazine *Look* involved a net loss of £5,583,000.

The figure would have been much higher without a deferred tax credit of about £5 million. The actual cost of suspending the magazine, the last issue of which appeared on Oct. 19, was £5,625,000 including severance pay, contract settlements and refunds to subscribers.

GRIM REUNION

War comrades fewer

THE 16 surviving members of the "Last Man Club," the oldest 83, held their traditional meeting yesterday in an Indianapolis restaurant, around a black woman table bearing a bottle of champagne in a miniature coffin.

The grim reunion was begun in 1935 by 66 friends who served in the 1914-18 war, each chipping in 4p to buy the champagne. The last man will eventually sit alone, toasting his dead comrades in the champagne, which is kept the rest of the year in a bank safe deposit box.

KEEPING MUM

Mrs Mitchell silent

MRS MARIHA MITCHELL, wife of Mr John Mitchell, attorney-general, who is known for speaking her mind, did not talk to her husband for two weeks after President Nixon decided not to nominate a woman to the Supreme Court, she told a conference of Republican women in California.

She also said that she "and Mr Nixon have not yet decided when John should retire from his top Government post."

MALE HANDICAP

Secretary on dole

MR McALPIN WHITNEY, who has a degree from Yale University, is living on £30 a week dole because he cannot find the sort of job he wants. He is a secretary to a woman executive.

Mr Whitney, who has worked in Kabul and Paris and speaks many foreign languages, is a qualified secretary but says that the idea isn't readily accepted. Employment agencies will not take him seriously.

DUTCH IMPORT WATER FROM NORWAY

Two-litre cartons of drinking water imported from Norway went on sale in Rotterdam for 12½p yesterday when the salt content of local water rose to an unpalatable level.

Heavy salt concentrations in local water supplies follow a persistent drought. The acceptable taste level for salt is regarded as 400 milligrams per litre of tap water, but this has risen to 560 milligrams in latest measurements.

Water authorities said rain was urgently needed to wash away the excessive salt content. Several Dutch soft drink manufacturers meanwhile said they were considering marketing bottled drinking water.—A.P.

"Spiritual terror"

Prof. Morgenthau, of the City University of New York, said that "spiritual terror" existed in Russia where Jews were concerned, and if it was different in nature from the Nazi terror it was "no less significant."

Virtually all the witnesses disputed the State Department analysis which was presented as an attempt to "balance the picture." The department said it did not conclude that Jews as a community were living in a state of terror, and that their condition had not perceptibly worsened in recent years.

It was pointed out by others in Washington yesterday that many other religious or racial minorities lived under similar, if not worse, conditions.

The House sub-committee is now to consider its attitude to a number of resolutions proposed by House members calling on Moscow to remove travel and other restrictions on Jews, and arguing the Nixon Administration to put pressure on Russia to achieve this.

MOSCOW SIT-IN STUDENTS 'HAD RAZOR BLADES'

By Our Moscow Correspondent

The four young Armenian students who staged a 32-hour sit-in at the British Embassy in Moscow last week, carried razor blades and threatened to commit suicide if they were refused permission to emigrate to Britain, according to diplomatic sources in the Russian capital.

Sir John Killick, the British Ambassador, and the Embassy doctor were on hand when the students were persuaded to leave by a man and woman. The leader of the group appeared white and faint as he and his companions were bundled into taxis.

Soviet reports last night stated that the students had been released and put on a plane for Yerevan, the capital of Armenia. If the reports are accurate it will mark a softening attitude to such sit-ins by the authorities. Previously sentences in labour camps have been imposed.

INDIA ASKED TO BE PATIENT

Mr Bhutto, chairman of Pakistan's People's Party, has called on India to exercise patience for two months until it can negotiate with a civilian government in Pakistan. He made the statement during a train tour of West Pakistan following his visit last week to Peking as emissary of President Yahya Khan.

The President said in a broadcast in October that a new constitution would be published on Dec. 20, the National Assembly would meet a week later, and a central government would be formed shortly after the meeting.—Reuter.

Congress approves £458m grant for foreign aid

By STEPHEN BARBER in Washington

CONGRESS began putting President Nixon's foreign aid programme back together again yesterday after the original request for nearly £1,500 million was killed a week ago.

A £458 million economic package was approved late on Wednesday but the more controversial question of £494 million military aid proposals was left over.

Wednesday's vote was seen as the first step towards re-activating foreign aid, but at a level substantially below what Mr Nixon considers essential.

To keep the aid programme alive while the struggle between the White House and Congress continues, the House of Representatives also worked late on Wednesday to approve a stop-gap resolution that would allow the Government to carry on all foreign aid at the same spending level as last year.

But the move ran into trouble from the Senate, where Senator Allen Ellender, chairman of the appropriations committee, said he would not call a meeting to consider the resolution.

Congress desire

Other members objected that it was impossible to authorise the Government to continue spending at the same rate since it was so evidently the desire of Congress for a much smaller aid budget this year.

The major fight yesterday developed over an attempt by Senator John Stennis, chairman of the armed services committee, to restore a £132 million cut in his anti-war colleagues had made in military aid funds to South-East Asia.

"We have lost thousands of lives and invested billions in Indo-China," he pleaded. "We should not turn our back on these sacrifices by denying funds which will assist withdrawal and help our friends and allies shape their own futures."

He pointed out that the way the Military Aid Bill stood after the anti-war senators had finished with it, it would not contain "enough money to pay for the ammunition needed by the Cambodian Army."

A fresh attempt by the doves, headed by Senator William Fulbright, to slash the overall figure by yet another £75 million instead was beaten off by 64 to 24.

Interest restriction

Meanwhile the economic section of the new Senate-sponsored substitute aid Bill was not only £160 million short of what Mr Nixon wanted, but it contained a new restriction that would have the effect of doubling interest rates for American development loans to poor countries by forbidding the Government from lending money cheaper than it could borrow it for domestic purposes.

The fate of 15,000 civil servants employed by the Agency for International Development hangs in the balance.

Government auditors said that from Monday unused foreign aid funds could not be used to meet administrative expenses so AID will simply have to lay off its employees.

FATHER WILL VISIT ATHENS MURDER SPOT

By KENNETH CLARKE in Athens

Mr Edward Chapman, father of Miss Ann Chapman, 28, the BBC reporter who was found strangled at Kavouri, near Athens, three weeks ago, will today visit the field where her body was discovered.

Yesterday Mr Chapman met senior Greek police officers and said afterwards that he was perfectly satisfied with the thorough investigation being carried out. His early fears that Ann was the innocent victim of a political crime had been "almost removed."

Mr Chapman, who plans to return to London tomorrow, denied that his daughter had been seeking an interview with Lady Fleming, who was released from prison by a Greek court last month.

Dacca business centre shaken by bomb blast

By CLARE HOLLINGWORTH in Dacca

A HEAVY explosion shook the business centre of Dacca yesterday when a bomb exploded inside a car a few yards from the entrance to the main Post Office. A reliable British eyewitness saw one man killed, but said that there may have been several others.

About ten people were injured and five cars besides the one containing the bomb destroyed. Every person entering Government buildings is now thoroughly searched for hidden weapons. After the explosion every office and shop in the city closed.

The morale of the 6,000 West Pakistan police who were brought into East Pakistan in March is beginning to show signs of severe strain. Several units have been confined to barracks for the past week.

I understand the police who came to Dacca to replace those members of the East Pakistani Force who had defected to Bangladesh were told they would return home in September.

RUSSIANS CANCEL TOUR

By Our Diplomat Staff

THE visit to Britain by the Ukraine soccer team, Shakhtar Donetsk, has been called off for a second time. Southern United, which arranged matches for the Russian club, is consulting legal advice and the Football Association.

A telegram from the Moscow sporting agency, Profsport, conveyed by Southern yesterday said: "Current relationships between our countries have made it impossible to complete arrangements."

Mr Keith Holmes, Southern secretary, commented: "It raises a question of vital importance to international sports which obviously the Russians want to come but some higher up in the Government is stopping them." His club lost £5,000 from its game Shakhtar Donetsk and a stake in taking from three matches.

The tour was first cancelled Tuesday when a message from Moscow said that the Russians could not obtain visas. T. Southend was told that the tour would arrive at the weekend.

Cultural exchanges

Russia has banned cultural exchanges with Britain because of the London expulsion of diplomats and officials for spying.

The invitation to Shakhtar Donetsk was issued in summer. British theatre agencies, cultural organisers and sports organisers have encouraged further such issuing invitations to the Russians since the expulsions.

Prof. E. S. Andriyevich, Director of the Soviet Academy of Sciences, has called a visit to Merton College, Oxford, after suffering a heart attack. Dr Christopher Watts, Special Fellow of Merton, said he did not believe the cancellation was connected with the expulsions.

Invitations not vetted

Private organisations do not normally consult the Foreign Office before inviting Russian musicians, sportsmen, and scientists to Britain.

The official Whitehall line is that the Government does not want to interfere with these private arrangements and would welcome a resumption of cultural exchanges with Russia.

SIX KILLED IN ARMISTICE DAY FILM EXPLOSION

By Our Paris Staff

At least six people were killed and 15 injured when a gas smith's shop blew up during Armistice Day ceremonies in the village of Thiriers, in Dordogne, yesterday.

Eye-witnesses said that explosion, thought to have been caused by a leaking gas returned the building into a blackened ruin. Several people were killed by flying masonry. A fire was killed instantly when steel ladder touched a high tension cable. It was thought that there were still in bodies of victims under rubble of the building, which was completely destroyed.

JETS OVER ISRAEL

By Our Jerusalem Correspondent

Two Syrian MIG 21s yesterday flew over the Golan Heights, captured by Israel in the six-day war. Israel were sent up but no contact made.

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PRESSURE ON BONN TO QUIT AIR DEAL ALARMS BRITAIN

By Air Cdre. E. M. DONALDSON, Air Correspondent

NEW efforts are being made by the American and French air industries to pressure the West German Government into cancelling the multi-role combat aircraft project and to buy instead cheaper ready-made alternatives.

This is causing consternation in Britain's depressed aircraft industry, which shares the project with Germany and Italy, for the pressure is not falling on deaf ears.

There is evidence that Germany has no real intention of seeing the project through.

The American and French pressure is aggravated by the fact that no spending limit has been imposed on research and development and no price has yet been fixed for the Rolls-Royce engines.

It makes the Germans, who are already anxious to cut defence spending but who are also anxious to buy American where possible in offset the costs of American forces stationed in Germany to consider seriously abandoning the project.

One German Minister has confirmed this on several occasions in recent weeks.

Backbone of defence
Costs of MRCA, as the project is known, have never been officially revealed but are believed to be in the region of £450 million at 1970 prices.

To this must be added the price of each plane set at £1,600,000, which includes no research and development costs.

The aircraft has been described by a British minister as being "the backbone of Britain's defence for the 1980s." The RAF certainly considers it absolutely essential.

While there appears to be no weakening of official German Government resolve to see the project through until at least next year when it is re-examined, the evidence that the Germans are not really in earnest has been discreetly leaked to selected journals.

The first MRCA is due to fly at the end of 1973.

At present Germany has indicated it will buy 420, Britain between 350 and 400 and Italy 100. The cost of the programme is split: Britain and Germany 42.5 per cent each and Italy 15 per cent.

Mirage development

The French pulled out of the Anglo-French project for a swing-wing bomber and continued the project on their own. It is this aircraft—a development of the Mirage-G that France is now offering to the Germans.

The Americans can offer a similar aircraft, but while the price of each plane is similar to the MRCA, there are no research and development costs to pay.

Cancellation of MRCA would have a devastating effect on Britain's air industry.

HOPES FADE FOR RHINE COLLAPSE SURVIVORS

By Our Bonn Staff

Hopes of finding any survivors among the 14 men still missing after Wednesday's Rhine bridge collapse at Koblenz faded yesterday as divers continued to search the debris-strewn river.

Herr Josef Mending, head of rescue services, said a number of bodies had been trapped under water in the fallen bridge section. The death toll could rise to 24 since 10 deaths have already been confirmed.

The Koblenz public prosecutor is setting up an inquiry into the accident. Meanwhile neither the Transport Ministry nor the firm of M.A.N. Gustavsburg, main contractors for the bridge, would speculate on reasons for the collapse.

Melbourne concern

Our SYDNEY CORRESPONDENT cabled: Building supervisors on the Westgate bridge in Melbourne which collapsed under construction last year, killing 35, have called for a report on the collapse of the similar box girder design in Koblenz.

BRITON ABOARD CRASHED PLANE

The wreck of an Indonesian Viscount airliner lost over Sumatra on Wednesday with 62 people on board has been found in the Pajaro area of West Sumatra. There was no information whether any of those aboard had survived.

The passengers included a British helicopter pilot, John Newman, 38, a former Royal Air Force man who lived in Jakarta with his wife and two of their three children. Two Germans were also on board.—Renter and UPI

SHIP FINDS RAF PLANE WRECK

An Italian warship yesterday located the wreck of the RAF Hercules transport plane, which crashed into the sea shortly after take-off from Pisa on Tuesday, killing 46 Italian Army paratroopers and six British air crew.

Sonar equipment pinpointed the wreckage eight miles west of the island of Meloria at a depth of 186ft, but heavy seas and strong winds delayed investigation by divers.—Renter.

صوتها من الامم



Mao Tse-tung's niece, Miss Wang Hai-jung, leaving Orly Airport, Paris, yesterday on her way to New York, where she is to be a member of the 10-strong Chinese delegation to the United Nations.

Connally soft-sells Japanese on steps to aid U.S. economy

By A. E. CULLISON in Tokyo

MR CONNALLY, United States Treasury Secretary, yesterday ended two days of strenuous talks with Japanese ministers on the American balance of payments situation.

He spent long hours in conferences, ending with a meeting with Mr Sato, Japanese Prime Minister. Before this meeting he spent an hour with the Press explaining what he thought had been achieved.

He pointed out that it was not his mission to talk tough with the Japanese or to press them for such specific actions as yen revaluation, or to make any other economic or financial demand on behalf of the United States.

Ministers invited

It was fairly obvious that the usually outspoken architect of President Nixon's dollar-defence programme has been keeping his major points across as unobtrusively as possible.

He proposed that Mr Mizuta, Finance Minister, Mr Tanaka, International Trade and Industry Minister, and Mr Fukuda,

Foreign Minister, should meet him either at Honolulu or Anchorage, Alaska, some time in the next six weeks for talks on the very specifics he failed to bring up during his visit.

He said that what he hoped to achieve from the Japanese was:

- 1—Revaluation of the yen.
- 2—Reduction of present high Japanese tariffs.
- 3—Complete liberalisation of trade.
- 4—Sharing of mutual defence costs with the US, or
- 5—One or two of these, or all together.

The Treasury Secretary, who told the Press that instead of receiving "Typhoon Connally," the Japanese were surprised to find that he had come "as a gentle spring breeze," admitted that he had not asked for any specific commitments from his hosts and had not received any.

Smiling all the while, he said that lifting of the American 10 per cent import surcharge would not occur until some signs of a return to American economic equilibrium were obvious.

Fares Fair!

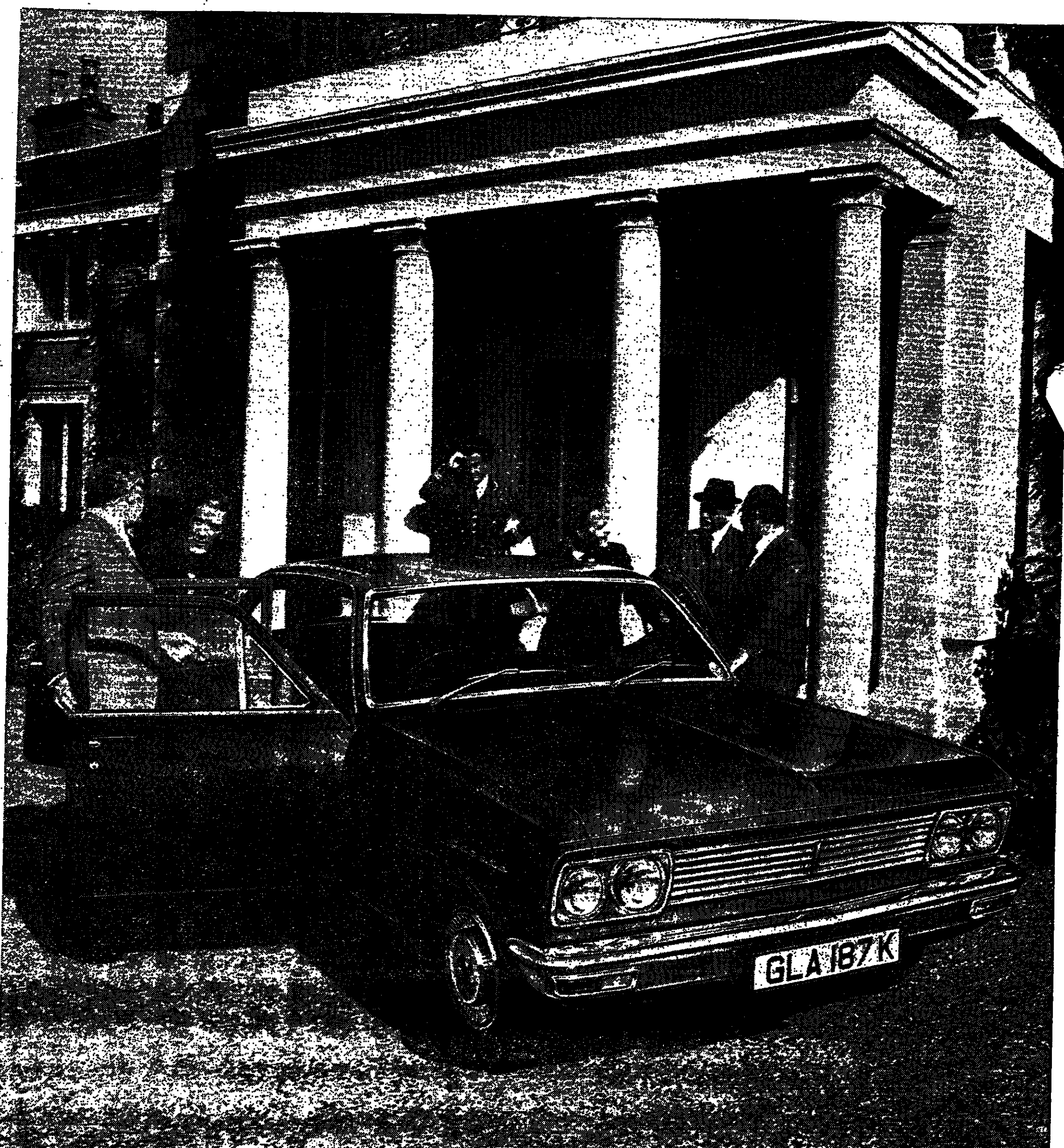
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Obituary

SIR ALAN HERBERT, AUTHOR, WIT AND SOCIAL REFORMER

SIR ALAN HERBERT, who died yesterday, aged 81, was distinguished for many years equally as author, rhymester, wit and social reformer.

He was Independent MP for Oxford University from 1935 until university representation was abolished in 1950. In 1970 he was appointed a Companion of Honour for services to literature.

A great and forceful controversialist, he joyfully joined issue on any question of the day.

Parliamentary privilege, taxation, flogging, the death penalty, spelling reform, "pass portery," authors' royalties, pirate radio stations, Greenwich Mean Time and the "unwanted" Centigrade were among the subjects in which he excelled.

He campaigned on behalf of authors whose books are unremuneratively lent by public libraries.

Never in the sternest argument did his delightful wit desert him: few rhymesters were so prolific, or so expert in the employment of the epigram.

Divorce measure

In 1957 he enjoyed a great personal triumph by the passage through Parliament of the Matrimonial Causes Bill, which he had launched. In "Holy Deadlock," a novel written in 1954, he had composed a powerful indictment of many aspects of the divorce law.

His Bill laid down that no petition for divorce could be presented unless three years had elapsed since the date of the marriage, but extended the grounds on which divorce could be granted. Its reforms, considered sweeping at that time, aroused great controversy and bitter opposition.

He played a big part in getting

the Obscene Publications Act on the statute book.

His "Misleading Cases" have been quoted by judges and barristers in many courts. They have been presented on TV.

Varied targets

Alan Herbert enjoyed nothing so much as a tilt at bureaucracy. "Let's find out what everyone is doing. And then stop everyone from doing it," he wrote in "Let's Stop Somebody" of Governments he said in "Too Much".

Well fancy giving money to the Government!
Might as well have put it down the drain.

Fancy giving money to the Government!
Nobody will see the stuff again.

Well, they've no idea what money's for—
Ten to one they'll start another war.

I've heard a lot of silly things,
but Lor!

Fancy giving money to the Government!
Cockneys and bishops were equally targets for his sallies.

From "Saturday Night" comes:
Harriet, Hi! Light of my eye!
Come to the pictures and have a good cry.

For it's jolly old Saturday.

Mad-as-a-hatter day.
Nothing - much - matter - day - night!

In "Riverside Nights," one of his revues, he satirised the Athenaeum Club: "If elderly bishops were seen leaving the Athenaeum with jugs of stout in

their hands the casual observer would form an impression of the character of that institution which would be largely unjust.

An Exhibitioner at Winchester and at New College, Oxford, Alan Patrick Herbert served with the Royal Naval Division at Gallipoli and in France, where he was wounded, in the 1914-18 war.

Called to Bar

He was called to the Bar of the Inner Temple in 1918, but never practised. For two years he acted as private secretary to an M.P.

He had contributed as "A. P. H." to *Punch* since 1910; in 1924 he joined the staff of that journal. One of his most famous earlier books, "The Water Gipsies," dealt with a subject in which he never lost interest—life on the waterways.

A first-class waterman, he was a familiar figure on the Thames in his 55s motor cruiser *Water Gipsy* until he sold it in 1955. His riverside home at Hammersmith was a centre for all who shared his interests.

Petty Officer

In the 1939-45 war he served first with the Thames Emergency Service and later as a petty officer with the Naval Auxiliary Patrol, a rank of which he always remained proud. He was knighted in 1945.

Sir Alan was a prolific writer. Some of his best-known works were "Uncommon Law," 1935; "Mild and Bitter," 1939; "Topsy Turvy," 1947; "Mr Gay's London," 1948; and "Independent Member," his recollections of Parliamentary life, in 1950.

In "The Right to Marry," 1954, he took up the question of the second marriage of divorced persons in church. He celebrated his 70th birthday with the publication of "Look Back and Laugh," a lively selection of all his previous writings.

"Watch This Space" was published just before his 74th birthday in 1964, and in the year of his golden wedding, in 1966 his "The Thames" was published, in 1967 "Scandalous Old and New" and in 1968 "The Sinner's Swan," a novel about sailing barges.

In addition he was a frequent contributor to *The Daily Telegraph* and other newspapers and periodicals, and wrote the book of many theatrical productions.

Light operas

For the late Sir Charles Cochran he wrote several shows. They included the light operas "Bless the Bride," "Big Ben" and "Tough at the Top," and the revue "Home and Beauty".

Sir Alan made a trip from Chelsea to Greenwich and back in July, 1970—a tribute to him from the Society of Authors, of which he was president.

In the following month he made a jocular encashment of a cheque written on a cow's flank and signed by the editor of *Punch*, Mr. William May, to mark A.P.H.'s 60 years as a contributor.

The occasion recalled a story of Sir Alan's in which a man paid his income tax with a cow "cheque".

His "A.P.H.: His Life and Times," was published to celebrate his 80th birthday.

Lady Herbert, formerly Miss Gaudolen Quilter, survives her husband with a son and three daughters.

Peterborough and Editorial Comment—P16
Other Obituaries—P14

ALL-ROUNDER

Supreme professional

DAVID HOLLOWAY writes: A.P.H. (somehow Sir Alan never seemed quite right) was the great all-rounder. Many people would have been content to have written so brilliant a libretto as "Tantivy Towers" or so commercially successful a one as "Bless the Bride".

Some might even have been happy to be remembered for the words of the best sentimental revue song of the century, "Other People's Babies," or for the endless stream of light verse that decorated the pages of *Punch*.

Certainly A.P.H.'s fame could rest secure on one book, possibly the most undervalued of war books, his novel of the Dardanelles campaign, "The Secret Battle," which was fortunately re-published last year. "The Water Gipsies," lively and down to earth, produced many imitations, but few as good as the original, and "Holy Deadlock" (1954), a most forceful roman à thèse, helped to prepare the national climate for his Divorce Bill.

Most enduring work

Perhaps "Misleading Cases" will prove to be his most enduring work, growing to be part of the great comic heritage of the country. It is difficult to see how he managed to cram all this into one writing life. But there was so much more: the M.P. the campaigner for the causes of his fellow writers, the after-dinner speaker of brilliance.

Did he do too much? If he had done less, would he have been able to polish more? This is doubtful. He was supremely professional and knew exactly how far his talent extended.

In his last instalment of autobiography he wrote a chapter on fitting lyrics to music. This was a professional explaining his skill. He could, almost certainly, have been as convincing about magazine articles or novel writing.

In an age of specialists we are unlikely to breed another A.P.H. He was a true Jack of All Trades and Master of Most

DAY BOYS FOR WINCHESTER

Fifty day boys are to be admitted to Winchester College in the next academic year. Their fees will be £378 per year, compared with £387 for boarders.



Sir Alan Herbert, author and humorist, who died at his Hammersmith home yesterday, aged 81.

Parquetry secretaire brings 3,800 gns

BY OUR ART SALES CORRESPONDENT

A GEORGE II parquetry secretaire cabinet, 44½ in wide, was bought by an English collector for 3,800 gns at Christie's yesterday. It is veneered with linked squares of hawewood on a ground of interlocking satinwood octagons, by the same technique as on some furniture at Castle Howard, Yorkshire.

Total of the sale of English furniture and objects of art, clocks and carpets was £108,008.

The same collector gave 4,500 gns for a pair of George III satinwood semi-circular side cabinets, 32 in wide. A George III parquetry side table, 64½ in wide, fetched 3,000 gns (Asprey).

An early George II giltwood overmantel, 54 in by 79 in, was acquired by Jeremy for 3,500 gns. The design incorporates features of three of the "chimney pieces" in Ince and Mayhew's "Universal System of Household Furniture," 1762.

Towards the end of the sale an early Kashan carpet, 13 ft 5 in by 10 ft 5 in, went to Perez for 2,600 gns and an Istanbul silk rug of about 1910 obtained 2,200 gns (C. John).

Also sold for 2,200 gns, to an anonymous buyer, was a single-manual harpsichord made by Jacob and Abraham Kirckman in 1785.

£2,300 TANKARD

16th-century

At Sotheby's, a silver sale totalled £34,639. Koopman paid £2,300 for a late Elizabeth I tankard, 19oz 17dw, regilt and with maker's mark I.B.

A Charles II tankard, 30oz 2dw, went to Freeman for the same sum. This is flat-chased with chinoiserie decoration of crane-like birds and flowering trees.

Queen Anne silver included a pair of taper sticks, 8oz 13dw, by Matthew Cooper, and a two-handled cup and cover, 3½oz 10dw, by Jno Porter, which were bought by Shrubsole for £1,650 and £1,100 respectively.

Sotheby's sale of drawings and water colours brought £8,359.

At Sotheby's Belgravia a morning-and-afternoon sale of 19th

and 20th-century glass, ceramic and works of art commanded £23,196. The last lot, a Berlin porcelain plaque painted with portrait of an old woman after B. Deuner, made £520 (Gillman A. and F. Gordon gave £470 for each of two large Canton enamel famille-rose bowls of circa 1844).

At Phillips, a sale of music instruments totalled £7,172. Horsley paid £1,020 for a violin of 1878 by Luigi Fabris.

At Bonhams, a furniture sale realised £9,640 and a picture sale £13,365.

£150,000 FOR RACING STUD

By Our Property Market Correspondent

Mr Tim Hollowell, a Newmarket trainer, has bought the Kingwood Stud at Lambourn, Berks, from Mr N. E. Arrow-smith-Brown for close to £150,000. Possession of the stud is being given next August.

Mr Hollowell is offering his training stable, Gondola, at Newmarket, for which between £30,000 and £40,000 is expected. Agents acting are Bernard Thorpe & Partners.

FIREPROOF TREES THIS CHRISTMAS

The Forestry Commission is using a chemical to make Christmas trees fireproof this year. The chemical also prevents pine needles falling, after complaints from customers that carpets were being covered with them.

The trees, once treated with the chemical, which is obtained from seaweed, cannot demonstrate. A Forestry Commission spokesman said that it was hoped the new development would increase sales.



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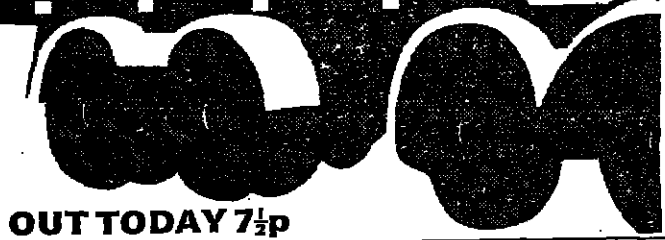
Dr. J. G. L. S. O.

The transport man's guide to the Scottish Show

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SAILOR'S LIFE MADE EASIER IN WHITE PAPER PROPOSALS

By **ROBERT BEDLOW**, Shipping Correspondent
A BETTER deal for seamen, intended to improve their living and working conditions, was announced by the Government in a White Paper yesterday.

It says Britain plans to ratify two conventions and accept six recommendations adopted by the International Labour Conference in October, 1970.

Minimum accommodation standards are laid down with the recommendation that ships of more than 1,000 tons should have air conditioning. Another recommendation is that there should be better training, not only for new entrants but refresher and advanced courses for more experienced seamen.

The first convention increases the minimum floor space for each person in ratings' sleeping rooms and reduces the number of ratings permitted in each room. It also lays down for the first time the minimum floor area for an officer's accommodation. The minimum size of berths and clear headroom in crew quarters should be increased the convention says. A minimum floor area for messrooms is

specified, and there are recommendations for improvements in the equipment of messrooms, laundries, recreation and sanitary accommodation. The second convention is aimed at preventing accidents on board ship. It states that all accidents must be fully reported and investigated and accident prevention programmes established.

Comfort and noise

Two recommendations deal with comfort and noise. One says that air conditioning should be provided where necessary in crew accommodation, radio rooms and central machinery rooms in new ships of 1,000 tons and that air conditioning should be considered for smaller vessels. The other aims to protect seamen from too much noise in living and working quarters. It suggests that there should be

more research into the effects of noise on seamen, ear plugs and/or muffs, for seamen working in the engine room, and more insulation and soundproofing to control noise levels.

Another recommendation envisages the establishment of national, regional and port welfare boards to co-ordinate facilities.

It says there should be hotels and hostels in all international ports with facilities equal to those found in a good-class hotel and located away from the immediate area of the port.

The accommodation should be open to seamen of all nationalities, irrespective of colour, race or creed. They should also be able to cater for the families of seamen and prices should be kept at a reasonable level.

Better postal service

This recommendation also says that there should be central supply agencies providing films, books, newspaper and sports equipment.

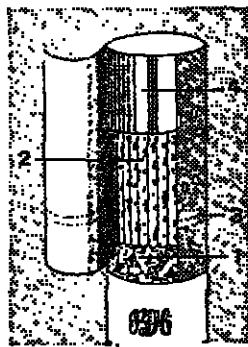
It is suggested that better methods of forwarding mail should be introduced. Also shore leave should be granted as soon as possible after a ship's arrival at port and transport at reasonable prices should be available to take seamen from their ships to town and city centres.

Manpower planning to aid recruitment requirements is also suggested with schemes offering seamen regularity of employment. Such schemes could, it is thought, provide contracts of employment.

(Proposed action on two Conventions and six recommendations adopted at the 100th Maritime Session of the International Labour Conference, B.M.S.O. 36-39.)

Here's why the mild cigarette is mild.

1. The smoke is mild even before it reaches the filter because of the special blend of high quality, mild Virginia tobaccos used in Silk Cut.
2. The smoke first passes through a filter of highly absorbent crimped tissue sprinkled with granules of activated charcoal. This gives a smooth, balanced smoke.



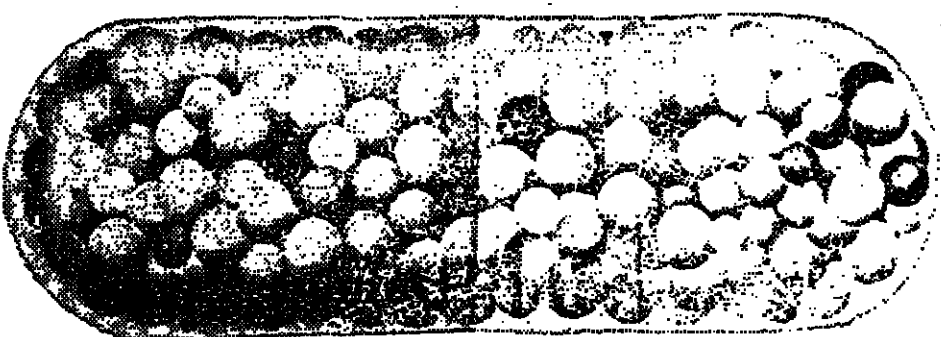
3. The tiny perforations around the cork tipping paper act as air vents. Cool, fresh air is drawn in with the smoke.
4. Lastly, a white acetate filter similar to those used on ordinary cigarettes. The result is a smooth, mild but satisfying smoke.

Silk Cut by Benson & Hedges. 26p for 20 with gifts.



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Each Contac capsule contains 400 tiny time pills to release a steady flow of decongestant into your system.

So one in the morning will see you through your work. And one at night will give you a good clear night's sleep without congested breathing! Contac 400 gives you more free

breathing time than any other major single dose decongestant. Clear nose, clear head, clear brain. You feel better. And you may even look better.

If a blocked-up nose is spoiling your day (or your night), ask your chemist for Contac 400. And if you're over 18, you can get yourself a two-capsule sample by simply sending a postcard to the Health Consultant, Dept. DT9C Menley & James Laboratories, Welwyn Garden City, Herts.

All we ask is that you're very careful not to let the sample fall into the hands of children. And we reserve the right to terminate the offer without notice.

*Contac 400 is a trade mark.

Sore throat too?

Then take Contac's throat lozenges. They soothe a sore throat and kill the germs that cause it.



The first demonstration of sending a patient's heart beat by radio from a moving ambulance to a doctor being given in London yesterday. The new instrument, developed by the Cambridge Scientific Instrument Company, was attached to a standard electrocardiogram and transformed its electrical output into a sound signal. The company hopes that the Post Office will authorise transmission of such signals over the public telephone system.

Church pleads against 'cheap pop' local radio

By **Dr CECIL NORTHCOTT**, Churches Correspondent

COMMERCIAL radio should not be given over to "cheap pop" and the churches should be on the alert to co-operate in making good programmes, the General Synod of the Church of England agreed yesterday.

The Synod, meeting at Westminster, decided to press for a full share in local commercial broadcasting. Canon LESLIE FISHER, chairman of the Church of England Information Committee, said that the 60 proposed stations presented the Church with a great opportunity.

"We hope that the commercial stations will be truly local. If this is not the case, I fail to see why 60 additional radio stations should clutter the already crowded air with second- and third-rate material." The commercial stations should be expected to "give really adequate time to the activity of the churches. The BBC local stations are guilty of having minimal religious coverage."

Ideas rebuffed

Prof. J. N. D. ANDERSON, a member of the Central Religious Advisory Council for Broadcasting, said that the Council was not working properly. Most of its ideas were rebuffed by the BBC and I.T.A. "To a considerable extent we are used as a facade and a shield," he said. The Council met twice a year. Members were shown religious films that had been screened recently. Next day they had one committee meeting with the BBC and one with the I.T.A.

Last time they met, only three or four weeks ago, among the films members were shown was "A Chance to Meet" with the Archbishop of Canterbury, which had been first class. But when they met the next day, they were not told that the producers were toying with the problem of whether to put Richard Neville, an editor of O-magazine, in "A Chance to Meet" the day later.

"When I heard that I blew up," Prof. Anderson said. Mr Neville was banned from appearing. The Synod called on churches to co-operate with one another in developing the Christian contribution to local programmes on both BBC and commercial local radio, and asked each diocese to consider setting up its own internal committee for the promotion of programmes and training local people.

It urged the Government to give the planned Independent Broadcasting Authority strong powers of supervision over programmes.

SMITHFIELD SHOW LIVESTOCK ENTRIES RISE

By **Our Agricultural Correspondent**

Livestock entries for the Royal Smithfield Show, which opens at Earl's Court on Monday, Dec. 6, show an increase of nearly 100 on the previous year. The total, including 472 cattle, is 1,190.

Mr James Biggar, chairman of the Royal Smithfield Club council, said yesterday that total entries, including carcasses, at 1,555, were the best for four years.

Prize money for the 158 livestock and carcass classes has exceeded £10,000 for the first time. All trade stand space has been let, with some would-be exhibitors unable to find accommodation.

LEAP TO DEATH!

Mr Colin Stewart leaped 50ft to his death as he engaged his second-storey flat above the snack bar he managed in Liverpool Road, Islington, early yesterday.

DUST HITS TV VIEW OF MARS

By **Dr ANTHONY MICHAEL**, Science Correspondent

A GIGANTIC dust clo is shrouding Mars in as Mariner 9 the Americ spacecraft, and the Russi space probes, Mars 2 and are about to reach t planet.

Mariner 9 is due to fire retro-rocket engine at 0 GMT Sunday morning to enter orbit around the planet.

Mr Patrick Moore, the astronomer, said yesterday: "I looked at Mars yesterday through my telescope and only see it covered in a storm."

"This is most interesting from a scientific point of view but disappointing for good television pictures of the Martian surface from Mariner 9. It will allow us to see two satellites of Mars, Phobos and Deimos."

Dr Dan Schneider, Mariner project director at Pasadena Jet Propulsion Laboratory, which controls the Mariner spacecraft, said yesterday: "A dust storm is a real coup for the scientist but from the public spectacle point of view it is rather grim."

Surface mapped

Mr Charles A. Cross, an astronomer, of Northw, Cheshire, author of the maps available of Mars said yesterday: "I drew a map of Mars's far side which was published in Spacecraft, the journal of the British Interplanetary Society, and as a result, I approached by the Rand Corporation of California to draw them two maps of Mars."

These maps have formed basis of planning Mariner 9 search.

Faultless working

Our NEW YORK STAFF cable Performing flawlessly, the well-shaped Mariner 9 start taking a series of 31 "enchanting" photographs of Mars at 22 GMT on Wednesday until 22 GMT last night.

These were stored on-board and were to be relayed to Earth GMT last night.

Scientists were eager to find out whether the huge well-cloud over Mars would obscure hoped-for details in pictures taken at a distance ranging from 355,000 miles to 355,000 miles. An official at Pasadena said was not expected to clear before Sunday.

BRITISH MOON ROCK

By **Our Science Correspondent**
Fifteen British scientists about to receive 161 grams Moon rocks collected by the Apollo 15 astronauts. It was announced in Washington yesterday by NASA, the American Space Agency.



One girl teaming up with a Soemtron 382 can replace your existing accounts department. With the minimum effort she can do the work of a department of typists, clerks and accounting machine operators. The most complicated mathematical calculations are carried out with total accuracy, in a split-second... and of course there is no need for checking.

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We have the right ideas—you pay less for them

Walk into Currys and you'll find the right gift for everyone in the family. Gifts galore—most way below recommended prices. The best of everything electrical from a shaver to a stereogram.

You'll get straight answers too, with no hard sell. And skilled service. Easy terms to suit you. You get all this—and more—in the Currys Plus—Your Charter of Fair Trading.

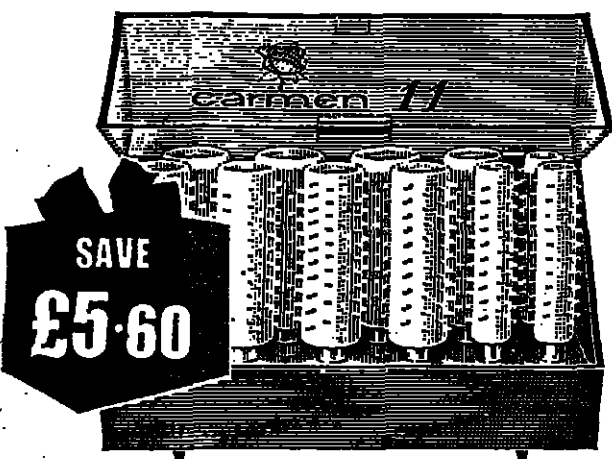


CARMEN 11 HEATED HAIR ROLLERS

In five minutes these eleven rollers in three different sizes are ready to curl and set your hair. And they work so fast that the first will be ready to come out as the last goes in. Even damp hair tames to them. What a marvellous gift for a girl.

LAST RECOMMENDED PRICE (June 1968) £11.55

CURRYS PRICE **£5.95**



SAVE **£5.60**

PHILISHAVE 3 DE LUXE 90 SUPER SHAVER

Space age shaving from Philips. 18 super-steel blades in three floating heads shave you at 5,000 r.p.m. A close shave that fits every kind of face and beard. Pop-up hair trimmer for barber shop finish. Non-tangle cord.

RECOMMENDED PRICE £11.49

CURRYS PRICE **£9.50**



SAVE **£1.99**

JONES ZIG ZAG ELECTRIC SEWING MACHINE

Swing needle sewing—ideal for buttonholing, overlocking, sewing on buttons, hooks, press studs etc. Built-in needle light. Variable pressure selector, drop-feed control and automatic stitch regulator.

RECOMMENDED PRICE £46.45

CURRYS PRICE **£36.50** or on easy terms



SAVE **£9.93**

KENWOOD CHEFETTE FOODMIXER & LIQUIDISER

The high-powered hand mixer that's a liquidiser too. Designed by Kenwood to make mixing, beating, chopping and blending as easy as possible.

RECOMMENDED PRICE £15.25

CURRYS PRICE **£11.99**

or on easy terms
Bowl and stand £A.75 extra.



SAVE **£1.26**

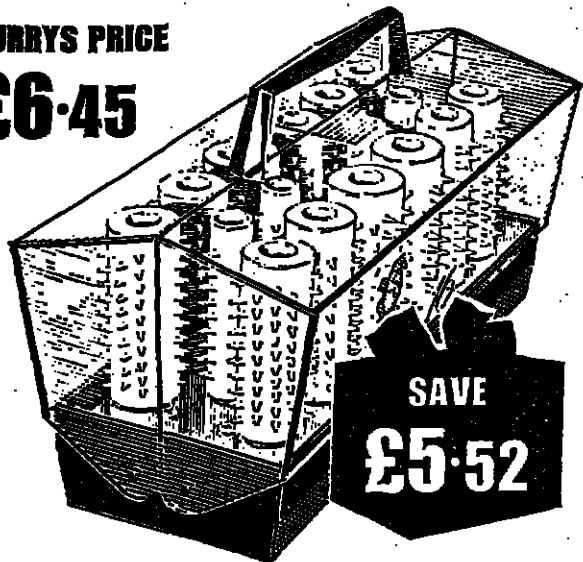
CARMEN 16 HEATED HAIR ROLLERS

In this attractive, see-through case Carmen have packed 16 of their heated rollers in three sizes ready to give your hair a fabulous set in minutes. They'll curl straggly hair, smooth frizzy hair, add life and bounce even when your hair is damp from washing. No gift could give a girl more.

LAST RECOMMENDED PRICE (March 1971) £11.97

CURRYS PRICE

£6.45



SAVE **£5.52**

REMINGTON LEKTRO BLADE 26 SHAVER

Triple head, ultra fast, close-cutting heads, a new slant-head shape and a comfort bar control system for all kinds of beard make this superb shaver an ideal gift. Flick-up trimmer and replaceable blades with easy access for cleaning, plus a de luxe presentation case with built-in mirror complete this Christmas gift.

RECOMMENDED PRICE £12.50

CURRYS PRICE

£10.50



SAVE **£2.00**

PHILISHAVE 3 SPECIAL 90 SUPER SHAVER

The three floating heads of this new Philishave put in over five million cutting strokes a minute behind 270 hair-trapping microgrooves. Complete in super black case with tangle-free flex.

RECOMMENDED PRICE £10.10

CURRYS PRICE **£8.99**

SAVE **£1.11**



KENWOOD CHEF FOODMIXER

This family-sized food mixer is the world's most versatile food preparing machine. With optional attachments, its designed to tackle all the boring jobs a woman has to face when preparing food. Complete with splash-proof large capacity bowl, K-beater, whisk, spatula and big recipe book.

RECOMMENDED PRICE £38.25

CURRYS PRICE **£31.95** or on easy terms



SAVE **£6.30**

JONES ZIG ZAG AUTOMATIC DE LUXE SEWING MACHINE

Dial the stitch length. Make your choice from the 10 automatic stitch patterns. Set the way you want the needle to zig-zag and away you go! Every kind of stitch from a pin tack to a buttonhole is sewn in seconds. Press a button and it's reversed. Fit a twin-needle and you're sewing in two colours. Give a Jones and you make someone's sewing a time-saving, money-making pleasure.

RECOMMENDED PRICE £67.87

CURRYS PRICE **£49.99**

or on easy terms



SAVE NEARLY **£18**

PHILIPS COLLAPSIBLE HOOD HAIR DRIER

Professional-type hood hair dryer. Infinitely variable temperature control with new style regulator gives beautiful results in next to no time. Extra deep hood which adjusts to any position, built-in safety cut-out.

RECOMMENDED PRICE £7.55

CURRYS PRICE **£6.25**

Stand £2.90 extra



SAVE **£1.30**

RONSON ESCORT PORTABLE HAIR DRYER

The infinitely variable heat control gives exactly the temperature you want. Extra long flex and shoulder-strap let you move around whilst drying your hair. Complete with large hood and hot-air comb and brush styling attachments.

RECOMMENDED PRICE £11.52

CURRYS PRICE **£8.99**



SAVE **£2.53**

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the Currys **plus**
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Currys

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Livingston: The Pacemaker

Theatre

Malvolio Dodd wins a splendid laugh

By JOHN BARBER

GEORGE ROBEY played Falstaff. Frankie Howerd played Bottom. So it is not a wonder that Ken Dodd should attempt Shakespeare too. He is currently appearing at the Liverpool Playhouse, playing Malvolio in "Twelfth Night."

It is extraordinary to recognise the famous comedian's face in Olivia's spoiled sport major-domo, stiff as a ramrod, wielding an outside stick and looking for all the world like a pocket-size undertaker.

The Dodd hair, like a frightened haystack, is plastered down and has a parting. The teeth, made for eating tomatoes through a tennis racket, are primly hidden. The restless vitality of the mad loon we all know is frozen into the solemn killjoy whom the rogues in the play trick into behaving inane in front of his mistress.

Of course, he is funny—as when his bouncy strut gets entangled with his pompous stick or when he dallies before picking up the letter that undoes him. And he wins a splendid laugh when Olivia, thinking him ill, anxiously inquires: "Will thou go to bed, Malvolio?"

Pop-eyed astonishment never fought so close a battle with sheer avidity.

His high point came, not when he was cross-gartered, but when he turned on for the first time the requested smile for his lady—a toothless grin that melted slowly into the ecstatic radiance of the Professor Tickleology himself.

All praise, too, for Mr Dodd's attack and enunciation: he gives Malvolio a super-proper voice of a clarity that is a lesson to the rest of the soft-spoken, tentative cast.

For the rest, Antony Tuckey's

production suffers from an ugly and obtrusive set which makes Illyria look Moorish and remains unchanged for different houses and even the seashore.

That might not have mattered but Brian Coburn's Sir Toby and his friends lacked easy good fellowship, and their rollicking night carouse gave Malvolio little to disapprove.

A charmingly boyish and very pretty Viola from Susan Tebbis, however, kept the romantic scenes alive and alight.

Mr Dodd will no doubt work on his Malvolio. The fact remains that a comedian's job is to make fun of his own personality: result, a hilarious caricature. A comic actor's job is to interpret a character conceived by someone else: result, a living person.

This Malvolio was by no means the rich, ridiculously overweening personality we look for. It is a restrained sketch of the man, put across with expertise and decorated with some capital incidental luscias.

** Reprinted from yesterday's later editions.

CHARLEY'S AUNT FOR APOLLO

By Our Theatre Correspondent "Charley's Aunt," with Tom Courtenay in the title part, is to open at the Apollo Theatre for a limited season on Dec. 6. Wolfe Morris, James Cossins, Diys Hamlett and Cella Bannerman have other leading parts in the production directed by Graham Murray.

For matinee performances during the Christmas season the Apollo from Dec. 8 will have "The Owl and the Pussycat Went to Sea" directed by David Wood.



David Hillman (left), Josephine Barstow and John Fryatt in a scene from the Sadler's Wells Opera production of Offenbach's "The Tales of Hoffmann," which opened at the London Coliseum last night.

HAYDN PLAYED WITH PASSION

Few composers are more often heard at present than Mozart and Haydn and so many performances seem neither particularly good nor bad but merely worthy that the listener may well suspect a jaded palate.

Playing such as we heard at the Queen Elizabeth Hall from Gerard Jones and his Orchestra banished such fears however, for we were immediately aware of a vitality which is hard to define, of structures that lived and breathed.

In Haydn's "Trauer Symphony," one of the finest of his middle period works, there was a splendid unanimity of ensemble, buoyant string playing and a warm sonority from the wind section, and the work could both relax and speed on its way with a classical poise and passion under Mr Jones's control.

There were two solo works, Mozart's Piano Concerto in E flat (K.271) which was finely shaped by Anthony Goldstone and Haydn's Cello Concerto in D, often attributed to Kraft, in which Richard Markson grappled manfully with the frequently difficult writing. A.E.P. ** Reprinted from yesterday's later editions.

Theatre

EARLY EXIT OF THE BEST DOWN-AND-OUT

By ERIC SHORTER

HOPES rose with the curtain at the second production of the spaciously appointed new Birmingham Repertory Theatre. Across the stage, which must be almost as wide as Drury Lane's, a panorama of used tyres spread itself untidily from wing to wing.

From

Yesterday's

Later Editions

Among news reports which appeared in later editions of THE DAILY TELEGRAPH yesterday were the following:

London

HALF fares for children, which London Transport is proposing to abolish on Jan. 2 will be restored at the expense of the Inner London Education Authority. Mr Ashley Bramall, leader of the authority, said it would cost between £400,000 and £650,000 a year to restore half fares.

Birmingham

PRINCESS ANNE was driven by White, in a funeral car during her official visit to Birmingham. The Council had hired the Rolls-Royce from the undertakers after being criticised for providing an ageing Austin Princess from the corporation car fleet on previous royal visits.

Morecambe

THE 98,000 members of the Police Federation are being urged to support a Parliamentary campaign for a better deal for policemen under the reorganisation of forces to coincide with the proposed changes in local government boundaries.

At a federation conference in Morecambe Insp. R. F. Gale, chairman of the joint central committee, said: "We have stated quite bluntly that in our view these changes were purely political and would in no way improve police efficiency."

Ulster

A DEMAND for immediate re-arming of the Royal Ulster Constabulary with automatic weapons was made by the Ulster Group of the Monday Club, a Right wing element of the Conservative Party in Britain.

The Group said the police in Northern Ireland could not continue to be murdered in cold blood and remain unable fully to protect themselves from machine gun attacks by cowardly killers.

Athens

MR EDWARD CHAPMAN, father of Miss Ann Chapman, 26, the BBC Radio London reporter found murdered near Athens three weeks ago, arrived in Athens to see how far the Greek police have got in their inquiries.

He was accompanied by his brother-in-law, Mr Leslie Polard. Both were to see a senior Greek police officer and offer any possible assistance.

Caracas

THERE were riots in the Venezuelan capital after troops fired on students. Three people were wounded, one critically.

New York

FOUR American Tunaboats have been captured by an Ecuadorian gunboat. The American Tunaboat Association said 30 American fishing boats have been captured so far this year off Ecuador, the most for any period since the territorial waters dispute began about 10 years ago.

RUSSIANS FIND NAPOLEON RELIC

A letter written in 1813 by Napoleon offering to make Fouché, his notorious police minister, Head of Government in Prussia has been found among historical documents at Kharkov university in the Ukraine. Tass, the Soviet news agency reported yesterday.

It is not known how it came to be in the university collection. The letter was premature, anyway. After the retreat from Moscow in 1812, the Prussians rose against Napoleon and he failed to reconquer them.—Reuter.

Concert

Affectation in Ligeti Requiem

By MARTIN COOPER

GYORGY LIGETI, whose "Requiem" was performed at the BBC Symphony Orchestra's Festival Hall concert has an established reputation as the master of a style in which very slow "dissolves" of instrumental colour and very small overlapping intervals are used.

They form a web of sound not unlike the web of colour on a pointilliste canvas. This is plainly better suited to small than to large-scale movements and very slow overall tempo was an added disadvantage in these four movements from the old Latin liturgy.

In the opening Introitus, both piano and dynamics were equally low and it was only in the "Dies Irae" that the long-held notes and basically slow tempo were offset by agonised interjections of extreme violence, led by the two soloists (Ghanaeum and Anna Malewicz-Madey) who vied with each other and the chorus in suggesting horrors of the Last Judgment.

Despite the ingenuity of the writing and the attractiveness of much of this music as pure sound, I found a note of unreality, even affectation, in the whole conception of the work.

Michael Gielen conducted this work with an indisputable authority and understanding which was sadly lacking in his treatment of Beethoven's Ninth Symphony.

Relentlessly rigid and hurried tempi, which allowed no time for the music to breathe, gave the first two movements an oddly inhuman, mechanical character, banished all sense of mystery from the adagio and all exaltation from the finale.

The BBC Chorus and Choral Society, which had already shown its excellent quality in the "Requiem," sang with excellent spirit and intonation and the flatness of the result was not its fault.

The solo quartet (Pauline Tinsley, Anna Malewicz-Madey, Ronald Dowd and Donald McIntyre) was not happily chosen.

** Reprinted from yesterday's later editions.

TRAFFIC ON ROADS UP 20 pc

By COLIN DRYDEN
Motoring Staff

ROAD traffic increased by more than 20 per cent in Britain between 1965 and 1969, according to figures published yesterday by the British Road Federation. At the end of the period 11,250,000 cars 1,649,000 commercial vehicles were in use.

Throughout the world more people were coming to rely on motor vehicles as the most desirable form of transport whether for personal, business or commercial use.

The report, *World Road Statistics*, which covers 79 countries over a five-year period, shows that Italy had the fastest rate of traffic growth with 62 per cent.

Traffic in France increased by 30 per cent and in Germany by 22 per cent. The rise in America matched Britain at over 20 per cent.

There were 179 cars for every thousand people in Britain during 1968 but by 1970 the figure had risen to 212 cars per thousand.

Safer travelling
Travelling by road was getting safer with 4.5 road deaths for every 100 million vehicle-kilometres in 1968. By 1969 the figure had dropped to 3.8 fatalities.

Commercial interests also preferred road to rail for transport. Out of 18 countries including Japan, Sweden, New Zealand, America and Britain, only in Germany had the transport of goods by rail increased more than movement by road.

The comparative increases for Britain between 1965 and 1970 were 0.4 per cent by rail and 5.4 per cent by road.

World Road Statistics, published by the World Road Statistics, published by the World Road Statistics, published by the World Road Statistics, London, W1M 5BP, £4.25.

GLYNDEBOURNE APPOINTMENT

By Our Theatre Correspondent

John Cox has been appointed director of production at Glyndebourne for three years. He will direct at least one new production at each festival, supervise revivals and be principal producer for Glyndebourne Touring Opera.

Mr Cox, 36, produced Strauss's "Ariadne auf Naxos," one of the successes at Glyndebourne this year. He first worked there in 1959 as assistant to Carl Ebert and Gunther Rennert.

DIRECT PHONE LINK

As from yesterday, Greek telephone subscribers can dial Britain directly at a charge of 40p a minute.

Television

N. F. SIMPSON PLAY WAS ONLY SUPERFICIAL

By RICHARD LAST

ANYONE who remembers N. F. Simpson as the author of such brilliant fantasies as "One-Way Pendulum," a decade and more ago, must have been saddened by Thank You Very Much (BBC1) his first contribution last night to "Play For Today."

Mr Simpson's intention was a satire on the over-commercialisation of organised charity. His action fitted between two rival advertising agencies concerned with commercials.

One was inhabited by medium haircuts and N.W.1 accents, the other by more trendy practitioners, but both spoke the same inebriated ad-man language. "The whole charity scene," they decided, "is ripe for a complete re-think."

Both came up with the same promotional idea: "Rent-a-beggar" by which cohorts of blind beggars (real or imitation) would be deployed to force donations from the unwilling public.

It sounded promising until one realised that promises were all Mr Simpson was going to deliver. His dialogue never got beyond undigested jargon. His characters remained one-dimensional—by the end, they were almost indistinguishable.

The piece proceeded in a jerky mosaic of tiny, badly-related scenes, striving for the kind of comic other-world Nemone Letbridge achieves, but without her invention or sustaining power. The total effect was an superficial, slightly sick and, worst of all, quite remarkably unfunny.

All very sad, especially to one who recalls having to be practically assisted from the theatre after the inspired hysteria of "One-Way Pendulum." At least, it was brief.



Some of Inter-Britain's biggest fans haven't even flown yet.

A lot of the people who really appreciate BEA's "there and back in a day" service have probably never seen the inside of an aeroplane. To them, 'Inter-Britain' is simply the thing that gets Dad home in time to tuck them up in bed.

But for Dad himself, BEA Inter-Britain offers many more advantages. Speed. Frequency. Comfort. Peace and quiet. It connects 28 important places in the UK with over 1500 flights a week.

BEA Inter-Britain will keep you fresh for a day's work ahead; and take you home relaxed and at ease afterwards.

Next time you travel, think of the wife and kids. And think 'BEA Inter-Britain.'

There and back in a day.



Inter-Britain

Some BEA Inter-Britain and Republic of Ireland services from London.

Manchester	Dublin	Edinburgh	Glasgow	Belfast
44 flights a week	33 flights a week	44 flights a week	68 flights a week	45 flights a week
First departure 0745	First departure 0830	First departure 0810	First departure 0800	First departure 0730
Last return from Manchester 1940	Last return from Dublin 2225	Last return from Edinburgh 2315	Last return from Glasgow 2000	Last return from Belfast 2030
Flying time approx. 45 mins.	Flying time approx. 1 hour	Flying time approx. 1 hr. 20 mins.	Flying time approx. 1 hr. 10 mins.	Flying time approx. 65 mins.
Return tourist fare £16.20	Return tourist fare £26.70	Return tourist fare £23.10	Return tourist fare £23.10	Return tourist fare £23.10

Inter-Britain 150

The Vatican on the morning after

CECIL NORTHCOTT on what the Synod of Bishops achieved in Rome

The slow march towards a "collegial mind" in the government of the Catholic Church did register any spectacular forward at the recent Synod of Bishops.

Some bishops who went to Rome with their minds and cases stuffed with hopes and speeches about ordaining priests and recognising celibacy have gone disappointed. The Roman stands pretty much as she did on these two

legal mind "might advocate on a subject so near to the heart of the Roman Church. Coming with different mandates from their episcopal conferences the bishops were known to have some wild ideas in their minds. They aired these ideas and did so within the confines of St Peter's own citadel. This is the inner revolution which could not have been accomplished before the Second Vatican Council.

Woman's words

When it came to the theme of justice—the second item of the Synodical agenda—the difficulty of securing a "collegial mind" became even more apparent. Nothing quite like this attempt to debate social issues within the episcopal confines of the Roman Church has ever been tried. None of the bishops had any pre-eminence in social affairs and the Synod was happy to sit at the feet of Barbara Ward, the British economist, and to learn from her the tragic story of the balance between those who "have" and those who "have not."

This was modernisation indeed, and must have given the bishops some disturbing thoughts about the ministry of women and what the future holds for a priesthood deprived of the insight and wisdom of the modern educated woman.

Although the Pope warned the Synod about getting too entangled in economic and social subjects the bishops warmed to the idea of speaking their minds. Inevitably they illustrated their points by experience in their own areas which amounted to a formidable catalogue of the social woes.

How then does the Church respond to the call for justice? This Synod, to its credit, did not just pass the buck to one of the Roman Catholic relief organisations with an apostolic blessing. Its discussion marked the beginning of what may be a social policy for the whole Roman Church.

That note of reform within the Church itself was heard again and again as bishops admitted the inequalities within the Church, its misuse of ecclesiastical wealth, and its involvement, through investments, with many enterprises which mitigate against social justice.

The bishops now have another two years before they meet again. They have enough material in their bags for the education of their own dioceses and to spur them on towards making the local church an effective instrument of change. The "collegial mind" is not for exhibition in Rome alone.

the chief point of the was not to launch a revolution expected to be ill—but to bring all the ten mutterings about the into the open and to lift from a pot that has been to boiling point. This is at last learning that is as well to have a matter out into the

the Papacy is still an lended monarchy its l with awkward questions rime the agenda and pbe item. It did this with y, and that was asking for among the 200 bishops re beginning to have a ve mind of their own.

the chief legacy of the a Council that this mind grow, and although Pope as undoubtedly put on the the process of growth is

Rule by talk r a thousand years and of authoritarian govern- conducted chiefly through cals carrying the imple of the Vicar of Christ f, the Roman Church is getting accustomed to y talk. Like any other conference the Synod of s broke up into discussion

equipped with splendid ened halls with in- eous translation techni- the Vatican is moving into the modern world of diplomacy, majority vote- ample polling and all the supposed "democratic" tures.

no wonder that the Pope d the Synod of what he "penetrating and danger- resures" particularly the sure of over-anxiety to secular and worldly of thinking. This lay d the Pope's fear that the under pressure "from" might yield to enunciat- ion look on the priest- instead of re-affirming- ilitably did—the unique- of the priesthood.

aps the Pope was over- is as to what the "col-



FILMS Shelley Winters and Debbie Reynolds in "What's the Matter with Helen?"

Ladies' day on the range

By PATRICK GIBBS

WOMEN loom unusually large in Westerns this week. Since Hannee Caulder (gen. release, Sun "AA") is portrayed by Raquel Welch, this is, almost inevitably, a burlesque, for that is the way most films turn out in which this amiable performer appears, looking, as she does, as if she had stepped out of an improbable ad. for women's outsize underwear.

Who would dare, indeed manage, to rape this strapping six-footer? is a question the piece quickly poses. This scene in which the three terrible Clemens brothers, being from an unsuccessful bank hold-up, kill Hannee's husband and then rape her, misses, I think, a considerable opportunity for burlesque, which might have been based on a comparison between Miss Welch's physique and that of her assailants—Ernest Borgnine, Jack Elam and Strother Martin.

And this would have been novel, for, while rape is common in the contemporary cinema, a comic rape I don't recall having seen, and is surely full of possibilities. As it is, the scene is taken fairly straight, and perhaps necessarily so, for the subsequent story is one of revenge.

With her homestead left by her ravishers in flames, and her wardrobe evidently destroyed, Miss Welch strides forth from her ordeal clad only in a poncho, which comes out, modestly, mini length, to swear vengeance and bury her husband's body. A

stranger who later passes by is much struck by her appearance —aren't we all—and after some badinage he gallantly lends her a pair of his trousers.

This philosophical Price (Robert Culp) is a bounty hunter, and so just the man to help; and together they hit the trail as comrades of mutual respect. Price gradually becoming convinced of Hannee's determination, with the result that he takes her to his gunsmith in Mexico, has a special gun made for her, and teaches her marksmanship.

A fast draw

For a really fast draw, Hannee's poncho seems likely to get wonderfully in the way, yet as a pupil she makes fast progress; and when, after catching up with the Clemens at last, the faithful Culp is killed by a thrown knife, she has no difficulty in shooting the elder brother straight out of a brothel window.

It is they rather than she who have supplied the amusement, with their inept attempts to hold up a coach or dynamite a bank vault; and there's a delightful scene when the two survivors try to say a word over their brother's grave only to be diverted by a grave-digger near by who, they find, is digging graves ordered for them!

If the burlesquing of these baddies, and also of some supine sheriffs, had been extended to Hannee and Price, then this film might have approached the success of "Cat Ballou" in this line; but the script writer, Z. X. Jones, and director, Burt Kennedy, get-

ting bogged down for long passages in a pseudo-romantic style which gives Miss Welch few chances to display, about with her legs, her usual sense of fun.

In pursuit

Before he made his name in "Easy Rider" the actor, Jack Nicholson, had appeared, little noticed, in several films, from which we now have Monte Hellman's "The Shooting" (The Screen, Islington, "A") of 1968. I doubt whether, without hindsight, his performance would attract much attention, not because it is deficient, simply because the part is poor.

The best part is for an unnamed woman (Millie Perkins), who arrives curiously out of the blue at an old mine worked by Gashade (Warren Oates) and a younger, Coley (Will Hutchins). Following a drunken escapade in the local town involving, it seems, the death of a child, one of their band was recently shot dead and another had fled.

It appears to be this man the woman is after, though she doesn't reveal it, merely offering Gashade more money than he can refuse to act as her guide through the mountains. But he begins to suspect the arrangement, when he finds himself ordered to follow the trail of two travellers a couple of days ahead.

Later he finds out they are not only following but gunning for him. The woman's firing shots at intervals must be some sort of signal, and in due course they are joined by Billy Spear (Mr Nicholson), who is obviously a hired gun.

So the atmosphere gets steadily more tense as the trail goes deeper into the mountains, with water short, the sun hot and the horses dying one after another and how it will turn out when they come up with the fugitive, now on his own, is subject for speculation.

Not, on my part, very urgent speculation, largely because the story is inadequately plotted, too much being left to conjecture, too many questions left unanswered. Still, a good tense atmosphere is worked up at one stage, a curious sense of nihilism established and the acting is always rewarding.

Good old days

For its evocation of some aspects of Hollywood in the early thirties, Curtis Harrington's "What's the Matter with Helen" (New Victoria, "X") is not to be missed by anyone with nostalgia for the era.

A sense of the period—the year in 1934—is quickly established, with some newsreel-like shots of the two young killers of a girl leaving court after their sentence. The mother (Debbie Reynolds) and Shelley Winters are brought together by the same distress, and when they find themselves persecuted by public opinion, in particular by a threatening male voice on the telephone, what more natural than they should go West, especially since one teaches dancing and can set up a studio for tiny tots in Hollywood.

For all the mothers there, it seems, are hoping to rear Shirley Temples, and pretty Adele (Miss Reynolds) is indefatigable in her coaching of classes while the more homely Helen (Miss Winters) helps by playing the piano. Some Adele has caught the eye of a rich divorcee who sends his moppet, Winona, to the school, and there she is driving out regularly for the most glamorous dates in his yellow Strutz "Bearcat."

But how can he ever be told of the skeleton in her cupboard; and, if she marries, what will happen to poor Helen, who is beginning to behave very strangely; and indeed aren't they being threatened again, perhaps blackmailed, by the voice on the telephone?

When Helen breaks down in the middle of the great end-of-term "Kiddystar" show, with Winona singing "Animal Crackers in my Soup," it seems the last straw; in fact it is the first of a series of greater calamities which include the murder of a man thought, in error, to be "the voice" and the disposal of his body down a drain, this incident having the effect of further unhinging Helen, with even bloodier consequences.

As a horror story this is quite well worked up, yet it remains much less effective than it should be, largely because it is diluted rather than supported by the background, films of the time, the behaviour of famous actresses and the cult of the child star playing nothing but a decorative part in the story.

Better than passing round the hat

By NORMAN RILEY

It is safe to say that between now and Christmas at least £2 million is raised at thousands of fund-raising events, wine-dinners, bazaars, jumble sales, rough-and-tumble and ke.

Never may be the prob- of marshalling voluntary in big towns, village do- —they don't mind this mes scornful label—still a astonishing number and of fund-raising activities. is around the village little of the national in- on to leave, deserving to them—meaning the ment or Somebody Else. oster of volunteer custo- for instance, shares the of collecting fees from rbbing enthusiasts visit- e parish church of Hilder- in Cambridgeshire. The £1 for a three-hour session, scrubbing. Last year the ers collected £1,400, not all parishes can pro- shine for brass-rubbers. come for parochial pur- missions abroad, nation- ble institutions and purely rganisations has to come anything between this

month's hundreds of communal Guy Fawkes Night bonfires to sheep roasts and sponsored indoor long distance swims.

Having no historic brasses to be rubbed at £1 per rub, Great and Little Abington, not far from Hildersham, keeps up the winter programme of little events to match the 200—hot dogs, whole roast chickens, daytime fancy dress contest, dance in the evening and all—raised by a summer fête.

The same pattern shows in hundreds of isolated villages: we will raise some money to help our own local old people, to get the church organ playing again, to keep on lifeboats operative, to speed leprosy cures away in Christian mission hospitals in West Africa.

In the back of everybody's mind is an insistence that as little as possible, anywhere, should be frittered away "in posh offices and professional percentage fund-raisers in London."

West End, five miles out of Woking, astride the A322 (200,000 cars a day soon, officially) and on the skirts of the M3, typifies scores of one-time

villages throughout the country where the developers have built houses galore within commuting distance of cities and new industries.

But the village "do" seems to have had a transfusion of new blood. The Parents' Association, after installing their own open-air heated swimming pool for their primary-school offspring, collected £140 at the gate for the village bonfire on Nov. 5.

The Scout movement locally has a new centre worth £7,000 according to an independent insurance assessor. Local men did about £3,500 worth of skilled work on it in their own time. It is in use six nights a week. With its own kitchen and ultra mod. con. it can put on a £2 a head dinner.

The Rev. D. F. Davies, vicar of West End, says that at least half-dozen voluntary organisations are supported by local people "in a way that will never cease to make me wonder, because here, as in so many places, we have young couples in new houses who move on after a couple of years where their work takes them."

The goodwill goes on in West

End—include a woman, nearing 60, who went door-to-door with an old garden trolley, asking each household "for a tin of something, sardines, dog food, baked beans, anything," for the over 65's old folk's club bazaar. At no house was she turned down.

Mr Davies stage-managed a cricket match in the year between the Bishop of Guildford's XI and a local team. It was in aid of West African missions and raised over £200. Spectators were invited to "sponsor" batsmen to the tune of a new penny or two per run.

Jumble sales, in the view of some people, "are just an excuse for people to get rid of rubbish the dustman won't take—in which case you collect the jumble just before the fund-raising bonfire." But some jumble sales do nicely on selling old jumpers and rags.

West End Parents' Association, looking for something different, made a lot of money towards new school amenities by roasting three sheep at a local pub and raising £100 per head.

What does help to attract people and money is the appearance of a television celebrity or two.

Offering an extravagant cigarette in times like these can hardly be considered shrewd.


We are well aware people are moving to ever smaller, cheaper cigarettes.

If it was our aim to make our name a household word, we would obviously be well advised to try and cash in on this trend. But the fact is, we can't bring ourselves to do so.

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Make a date.

We'd like to help everybody enjoy Christmas on the same day.

Just to remind you that there are final posting dates for all the letters, cards and parcels you're sending overseas, we've printed a free leaflet which you can pick up from your local Post Office.

It gives you all the dates you'll need; some of the more urgent ones we've shown below.

Pop in and collect it, and you won't disappoint anybody.

Destination	Air Parcels	Air Letters
Spain (all parts)	23 November	6 December
Zanzibar	30 November	6 December
Turkey	2 December	10 December

*Learning and Postcards only

Dates shown in italics are subject to last minute change.

The Post Office

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8. St Bartholomew-the-Great

GETTING TO THE TOP ON A TYPEWRITER



Christmas roses made of honesty moons, in an arrangement with ivy berries.

Time, now, to preserve the last reminder of summer...

THE brightest plant in our garden at the moment is really only afterthought, the shimmering reminder of a spring summer lushness. It is *lunaria annua* (or *vestis*), the silvery repis of which shine through the misty mornings like the long dusk alike, tingling all else to shame. As the frosts and winter become part of the scene, those same tough in moons I reduced tatters. So honesty is to be used for winter decorations. It should be gathered in the autumn, when it has often wondered out the name. Was it, perhaps, because the plant is so open, hiding nothing? Strangely, the red clematis, now more generally called "old man's beard," was once called by the same name. This, too, comes over in winter when much else is bare.

By Violet Stevenson

and are papery it is easy to pull off the two outer valves. Moons gathered early like this are beautifully white.

I prefer honesty in its natural pallid state but one can use ordinary domestic dyes to colour it, though it is usually necessary to simmer it for a minute or two. The branching habit of the plant can be a mixed blessing. Arrangement is easier if the stems are divided so that the laterals can be used as individual stems. When these are used in large arrangements I lengthen them by inserting long florist wires inside the stem base for an inch or two.

Honesty can be used in Christmas decorations of many kinds. Styrofoam and other foamed plastic cones can be covered with short sprigs and then decorated with tree baubles arranged among them.

Our Christmas tree last year was a 3ft-high conical-shaped arrangement of "honesty" raised further in a tall vase which I had weighted with sand. An entire plant, selected for its nicely tapered shape, formed the apex of the tree. This was lengthened by being spliced to a cane, then shorter stems were arranged below it, their wires pushed into the sand.

Stood against the window in daytime and before glowing red velvet curtains at night it was a constant delight, highly decorative.

The individual moons can be used in many ways. For instance, they make attractive "Christmas roses." These in turn look well arranged among evergreens, especially well-berried ivy. Alternatively, use them in garlands, swags and gift-wrap favours, with evergreens, cones and berries.

To make the flowers, mount a quantity of moons individually on fine wires as petals. Use five petals to a flower. The centre is important—it should be yellow and bright. No doubt crepe paper could be used but I save gold gift-wrap ribbon which can be cut with scissors and fringed to resemble a stamen cluster.

Fasten this to a fine twig, or wire, strong straw or even a cocktail stick if stems need only be short, and group the wired petals round it. Use the wire on one to secure others to the stem. If the stems are to be long and likely to show they can be covered with crepe-paper tape.



Picture: Robert Hope

Writing the script

By Jane McLoughlin

ALISON PLOWDEN has just published her first book, "The Young Elizabeth," and the publishers, Macmillans, have already commissioned a sequel about the Catholics under the first Queen Elizabeth. She has also written 13 historical documentaries for the BBC.

As a child, often ill in bed and reading to pass the time, she dreamt that one day she would write a book like the romantic historical novels which first stirred her interest in the Tudors.

But with her interrupted schooling, she passed only one school certificate sub-

ject and did a secretarial course.

One day, typing up a script at the BBC, she muttered: "I could do better than this with my hands behind my back." Her boss told her to try, and she did.

"A secretary writing scripts was a little like a performing monkey at the BBC—there was a sort of 'fancy what a clever little girl' attitude," said Alison.

"I doubt whether I'd ever have had the nerve or the energy to start without that push from my boss. So far I've never had any trouble: selling what I write.

"Having typed out a lot

of radio scripts helped, because you get to know what will work on a microphone. Everything has to be in the words, because there's no chance of going back to page 21, say, to check. There's no room for padding either, because half the time a radio audience is doing the ironing or mending as well as listening."

She worked on her scripts at night, but last year decided to stop work as a secretary and become a freelance writer. She tries to work office hours. "I've been lucky so far. I work harder now, though. But I always enjoyed being a secretary; I just wanted something more."



Picture: Terry Gibson

Shooting the sequence

JEAN WADLOW'S rise from menial to manager started 13 years ago when she answered an advertisement for a secretary to the chairman of one of London's oldest advertising agencies.

She got the job, and later, when she retired, she became personal assistant to the television director in the firm.

When, after nine months, he died suddenly, Jean Wadlow was the only person who really knew what his job involved; she was asked to take over.

Finally, in January this year, she was appointed managing director of a new company, Charles

Barker Films Ltd, where she is already responsible for 20 advertising and instructional films for companies ranging from banks to auctioneers.

She says: "I do, still, think it's a man's world—not because women lack opportunity, but because I, for instance, can't bring the office home as my husband can. I have two separate worlds, and though I may secretly think of an office problem at home, I would never say to my husband 'I got such and such a contract today.' He doesn't realise I'm high-powered.

"Only once did a client ring the chairman of the parent company and say he

wasn't happy working with a woman. But the chairman said I was all they had and if, after a month, the client couldn't work with me, the company would resign the account. We got on fine."

Jean Wadlow likes competition "when I win," but she thinks her professional reputation rests on her efficiency.

It has never occurred to her that men might hang-ups about working for her. "I think they are afraid of me because I am efficient. The only difficulty about being a woman in this position is knowing when to take the heavy hand approach and when to be soft."

Not for busy wives

ONE WOMAN'S POINT OF VIEW

"WIFE - SWAPPING in Acacia Avenue" scream the headlines, and the community gives a collective "Oh" or "Fancy that!" as it plucks its local newspaper from the doormat.

The "wife-swapping" story is becoming more and more common in local newspapers: a strange phenomenon, because local newspapers would never write about homosexuality or transvestism in the abstract.

Yet "wife-swapping" (why not call it husband-swapping?) is somehow acceptable, and affects neither the dignity nor the image of your local family newspaper.

This is what usually happens:

A priest, generally one with large housing estates in his parish, writes an indignant letter in the parish magazine.

The parish magazine arrives on the desk of the local newspaper editor, who then sends a reporter out to "talk to housewives" on the estate referred to by the vicar.

The housewives, who don't want their names mentioned, say they haven't actually taken part in wife-swapping, but yes, they have heard of it and they think it does happen on the estate. And they think it's disgusting.

The reporter then goes back to the office and writes "a Rev. X this week hit out at immoral happenings on Y estate. Investigations by our reporter have revealed that wife-swapping parties and 'gay parties' are not uncommon."

Does no-one ever stop to think that wife-swapping must surely be a facility of the leisured, the wealthy, the childless?

That housewives on housing estates are normally quite busy and quite tired most of the time? That marriage has never been so popular (despite the Permissive Society), and that most people are, really, rather conventional.

My contention is that if some people's affections change, and they alter their family pattern accordingly, what right has society to look in and criticize?

Exaggerated wife-swapping stories are, I feel, a way of deflecting public opinion away from the real problems of this planet: war, starvation, real human misery. By mounting an image of moral deterioration, you instil a reinforced sense of complacency and respectability in what is termed "the silent majority."

Yet, instead of discarding this fiction of wife-swapping, which is more demeaning to women than it is to men, I hear many women accepting it, perpetuating it by saying how dreadful it is... though they have never had evidence of its existence.

D. C. (Mrs)

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WHAT VIOLENCE DOES

VIOLENCE is almost universally deplored: it will achieve nothing, people say. The IRA thinks otherwise; and on the surface much evidence supports it.

What violence very rarely achieves is anything positive and constructive, anything but evil. See what it produces in Ulster: a moral pollution which, as it spreads, seems to wither all kindness and compassion.

What violence in particular will not achieve is a united Ireland, unless of so repulsive a sort, so sundered by hatred and bloodshed, as to be quite unworthy of the name.

U.S. AID CLIFFHANGER

SOME PATCHED-UP COMPROMISE, between a sensible House of Representatives and a Senate that is still only half-ashamed of its sudden capricious rejection of President Nixon's whole foreign aid programme, is now believed to be probable by those claiming to understand the workings of these two august bodies.

The main issue is the clear-cut one whether military and economic aid is to be provided in adequate amounts for the implementation of the Nixon policy of phased American withdrawal and local self-help.

A. P. H.

RARELY HAS A MAN OF LETTERS—for the late Sir ALAN HERBERT was nothing less—combined so many varied and disparate gifts. Witty and satirical, equally at home with prose and verse, a barrister and a naval petty officer, the last Member of Parliament to sit for Oxford University, the only Member (so far as can be recalled) to address the House in rhyming verse, a back-bencher who triumphantly carried through a measure of first importance (the Matrimonial Causes Bill)—for these and for many delightful personal qualities he will never be forgotten.

He enjoyed beer in a pub, and he did not despise more exotic delights. One of the latter comes immediately to mind: Lunch, lunch, let us have lunch. Champagne, caviar, and possibly punch.

By the law of averages One in six of us sooner or later, will suffer from Deafness

Advertisement for The Royal National Institute for the Deaf, featuring text about deafness statistics and contact information.

Does Labour want to win?

A SUPPORTER of the Richmond Rugby Football Club, like me, wants them to win, but not to win at any cost. For if all other rugby clubs were eliminated by various devices, the game would stop.

JOHN VAIZEY on problems that go deeper than Mr. Jenkins's narrow lead.

who took the view that any Minister is bound to be merely a rather poorly paid and temporary public relations officer for policies already pursued by the Civil Service, the adoption of barmy policies is hardly likely to convince the electorate that Labour is worth voting for.

The second effect of a swing to the Left, then, would be the loss of the next election. But here we must reflect. The hard sensible core of the party is still there. It is, further, being renewed by a lot of young people in their twenties.

So, back to the main question—is the drift inevitable and the situation hopeless? It seems to me that there are two issues that are separable, but linked. The first is, will Labour win the next election? That does not depend mainly on the Labour party but on the Conservatives, since Governments seem to lose more than Oppositions seem to win.

The soundest

But there are other issues—Ireland, for example, or the possibility of a really uncontrollable world depression—that could blow the boom away. Suppose bombs really start going off frequently in the streets of London? What would happen? My own guess is that people will rally to whomever seems the soundest. On Ireland, till now at least, Mr Callaghan has seemed incomparably the soundest chap.

But a party that had become more and more dedicated to extraordinary postures, and pandered to infantile Leftism, as Lenin so accurately described it, would not win the next election. And it would be possible to paint a picture of an imaginary journey to destruction for the Labour party in its present form. The major point on

TOWARDS A QUIETER HEATHROW

SIR—I protest against the distortions of my remarks concerning the ban on night jet flights from Heathrow next summer which were contained in your report and leader on Nov. 10.

My impression is that you have sought deliberately to slant what I said to your reporter when he telephoned me (no "accusations" and no "exaggerated estimates") in order to present "an aviation view" as being reactionary to public peace and quiet.

I told your reporter that of course everyone will welcome any reasonable proposals which will help towards a reduction in disturbance. We at the airports jointed that as much as anyone. I explained that my concern is twofold. First, a sizeable proportion of Heathrow's substantial contribution to our export trade moves across the Atlantic at night.

'Pepperpot Empire' of British islets

SIR—News of Britain's annexation of Rockall with its possible natural gas and oil riches adds another grain to what we might call the Pepperpot Empire.

Despite the rapid decline in numbers of British-held territories leading up to the formation of the Commonwealth, many islands, islets and rocks remain to mark the high tide of Britain's genius.

The Colonial lists mention Roost Bee and Plum Pudding Islands although the office could not quite place them when we telephoned. Britain is in some dispute with the United States over six of the Phoenix Islands, but still holds undisputed sway over Atafu, Nukunono and Fakaofu in the Tokelau group.

Perhaps the strangest of island possessions, now sadly lost to us, are two in the Cocos Islands. In 1827 two British partners, Alexander Hare and John Clunie-Ross, acquired an island estate. One had matrimonial ambitions and installed a harem of 1,000 women in his "kingdom".

Ludicrous maybe, but the British Empire even today yields influence in many far-flung places that hardly merit a dot on the atlas. Let us welcome Rockall to their number.

HMS Belfast

SIR—An architect—of all people—criticises the mooring of HMS Belfast in the Pool of London (Nov. 8).

All ranks who served in this ship, and thousands of other folk who knew this country before those monstrosities for which architects must accept a great degree of responsibility were allowed to disgrace our towns and cities, may well question this criticism.

Planning blight

SIR—Mr B. A. Ashford calls attention to the fact that HMS Belfast has been moored in the Thames in a position detracting from the view from London Bridge, and apparently without planning permission of any sort.

This sort of thing has been going on for too long. One wonders whether planning permission was obtained before someone erected a colossal colour sign at the very middle of Trafalgar Square.

Yahya Khan

SIR—If Mrs Jill Knight M.P. (Nov. 5) wishes to charge me with making wild statements she should at least read less carelessly what I have written.

She asks if it was "reckless error" for President Yahya Khan to set up free elections. Of course, it was not, and by specifically referring to "the past ten months" I pointedly excluded the President's election plan, which, in fact, I have often praised.

Nor can Mrs Knight have read President Yahya's latest speeches if she doubts his capacity for "an unbalanced fulmination." For example, he devoted 25 minutes of his Oct. 12 broadcast to an attack on India which can have done nothing except raise emotions and tension in an already delicate situation.

To suggest that Pakistan's political crisis arises merely from "childish behaviour" by its politicians is simply naïve. Unfortunately for Mrs Knight, a quick "flip" to Pakistan for a briefing by its far-from-disinterested President, followed by carefully conducted tours, is an inadequate basis for any understanding of the country's complex politics.

Mrs Knight suggests it would be useful for me to interview Pakistan political prisoners in India. While I am ready to do so at once, if she would give names evidently known to her alone, and report accordingly, I cannot see the matter as relevant to the situation inside Pakistan.

DAVID LQSHAK Daily Telegraph Staff Correspondent New Delhi.

Vintage claret

SIR—Following Mr Kenneth Pleet's remark (Nov. 8) that he was disappointed by a Château Hautbrion 1961, offered him at the Bass Charron Vintners' dinner, may I suggest that he, and his hosts, try the wine again in 10 years' time, and then again 10 years after that?

T. W. DICKSON Banstead, Surrey.

Pie in the sky

SIR—I spotted in a car window in London, the sign: "Kew town clean—Eat a pie for lunch."

PETERBOROUGH

Sultan's £2.5m. Churchill library

A NOTABLE addition to Winston Churchill's library will be made on Nov. 23 when the Sultan of Brunei opens his £2.5 million library, which has been built in Churchill's memory and will contain items associated with him.

Mary Soames is going to Brunei for the occasion. So is Lord Boyd of Merton, a former Secretary of State for the Colonies, Tony Royle from the Foreign Office and John Peel, the Leicester Tory M.P. who was British Resident in Brunei 1946-49.

Architect of the library is Alastair Macdonald, brother of Malcolm, who has spent much of his official life in the region. The Sultan has gone to some pains to make the new building a Churchillian flavour.

He has had someone keeping an eye open at Sotheby's for likely items and books have been chosen which cover periods of Churchill's life. Lady Churchill has contributed some of his artist's paraphernalia.

Adacious A.P.H.

ALAN HERBERT is remembered at Westminster as the MP who in 1855-57, as Independent Member for Oxford, piloted through Parliament probably the most contentious Private Members' Bill of this century.

The distinction between his Matrimonial Causes Act, which radically changed divorce law, and some recent triumphs, such as Silverman's abolition of hanging Act, was that A.P.H. got no Government assistance whatsoever.

Surprisingly the Commons gave his Bill a Second Reading by 78-12 late in 1856 but opposition hardened in both Houses, particularly the Lords (where the vote was 89-74) and his success by a whisker in July, 1937, was a monument to Herbert's industry.

None of the M.P.s lucky in yesterday's ballot for Blis is likely to attempt still less to get through, anything half as audacious.

Diversionary tactics

"I HOPE," said Eric Morley to the Albert Hall audience on Wednesday night, just before the television cameras began to record the final stages of the Miss World contest, "that people will play the game—the proceeds go to charity." He addressed a short homily to potential demonstrators.

Mr Morley need not have worried overmuch. Outside the Albert Hall about this time, many of the demonstrators were busy up in a tight circle in the centre of which other cameramen obligingly filmed them "doing their stuff."

Seven in luck

AS if to compensate for their unpopularity inside their party, luck was certainly on the side of Labour's pre-Marxist members in the annual Commons ballot for some 10 Private Members' Bills.

Not only did the first two places go

LONDON DAY BY DAY

to Roy Hattersley and William Rodgers, both former Ministers and young lieutenants of Roy Jenkins, but five other party members who either vied with the Government on Europe or abstained had their names drawn in the "lucky dip".

They were Denis Howell, William Hamilton, William Price, Ivor Richard and Neville Sandelson.

As 400 M.P.s entered for the 20 places the Labour rebels did remarkably well. Only three of the party's anti-Marketters were successful.

One that got away

WHEN the Navy and Marine careers office in Belfast received a demand for recruiting material a Marine—in civilian clothes, following orders for Servicemen not on security duty—set off with two large parcels of leaflets.

On his way he was stopped by four heavily armed Royal Marine commandos, forced against a wall, searched for arms and then asked what was in his parcels. The only printable part of his reply was "You'll never guess."

Let us forget? It seems there's a generation that never even knew. A respectably-dressed couple in their twenties were puzzled when their bus was held up near the Cenotaph just before midday yesterday. Finally the girl worked it out: "It's a procession of old men," she explained.

Otter's fan mail

THE first Edal Memorial Prize—instituted by the British Wildlife Society in memory of Edal, the otter which was the heroine of Gavin Maxwell's book, "Ring of Bright Water"—has been awarded to Ian Fisher, aged 14.

He was presented with his prize, a selection of Maxwell's books, by Sir Alec Rose, the society's president. Ian won it for distinguishing himself as a

member of the society's "junior leaders" for four years, and for having written essays on natural history, including otters.

Edal, which died after being rescued from the fire which destroyed Camusnanna, Gavin Maxwell's home in the Highlands, used to receive over 10,000 letters a year.

When truth is wounded

STUBBLE is to be served by a German in an Austrian winter. He says he's Swiss, ask to see his pass-



Terraine: counter-effects

port. This official example of hysterical propaganda during the First World War is from "The First Casualty," a one-hour documentary which Thames TV will put out next Tuesday.

John Terraine, who wrote and narrated it, told me at a preview yesterday that propaganda reduces upon itself. For example, because of the exaggerated horror-mongering laid at the feet of the Germans during that war, few Britons believed the earlier reports of the Nazis' rise to power.

"Even Hitler was trapped by his own victorious publicity," he said. "He was essentially moving pins on maps representing units which no longer existed."

Gone for a song

AFTER some buyers were muttering after the Mermaid Theatre auction yesterday of the original drawings from "Milligan's Ark" that they had been prepared to pay more, the sale raised £280 for the Wildlife Youth Service.

"Elephant" by Peter Walker, Minister for the Environment, sold for £250 and thus entered the running for the most undervalued property. But it was subsequently surpassed by Bernard Levin's "Giraffe and Bear," which only reached £2.

Top price of £52 was paid for John Lennon's "Doe," sufficient incentive perhaps, thought George Hughes-Martman, of Sotheby's, who conducted the sale, for him to give up singing.

Four-letter words?

THE Communist daily, the Morning Star, has become too highbrow for some of its readers. Its resolutions for the party's congress this weekend are anything to go by.

Cambridge University Communists detect a "patronising tenor" in editorials and Park branch, Ilford, complains that too often articles, like party publications, are "incomprehensible to the average working-class reader."

It thinks the paper should be written in working-class language. Would this make it more comprehensible?

tions announced for 1972 will be subject to review when noise-certification aircraft come into service in significant numbers. Anti-noise regulation should—in my view—be designed to weigh more heavily against the noise-obsessed aircraft than against the socially more acceptable, successful. A permissible noise threshold can be set low enough to give positive incentive for airlines to buy quieter, aircraft—many powered by advanced British engines.

In former years The Daily Telegraph was a champion of British aviation and British trade by air. It is a great regret to me that your editorial policy appears increasingly to have swung against today's increasing public use of the air.

It is a development which, of course, is kept in balance with community interests as a whole. But transport and airports administration is a responsible business, the major purpose of which is to provide a public service and to meet an increasing public demand. As a result London is today the world's busiest and most profitable centre of international trade and travel by air.

I trust that the great influence of The Daily Telegraph will be directed towards the maintenance of that position while having—with the air travel industry as a whole—a proper regard for community interests alongside quiet aeroplanes—now just within earshot—and developing land and travel by air can progress together.

PETER G. MASEFIELD Chairman, British Airports Authority London, S.W.1

**We cannot agree that our report distorted what Mr Masefield said. His reference to 'quiet aeroplanes' was contained in the news report, but it was mentioned in the leading article on the subject.

Failure of Dardanelles campaign

SIR—Capt. S. W. C. Pack is correct (Oct. 30) in assuming that my statement that Gallipoli marked "the failure of British sea-power," in my review of Martin Gilbert's volume on the Dardanelles campaign is no reflection upon the Royal Navy. Mr. Pack's earlier in the review should dispose of that matter.

What I meant was this: the Dardanelles campaign has to be seen in the context of several projects under consideration, all designed to make the apparently overwhelming supremacy of British sea-power directly effective in the war. (In retrospect, one may feel that this was an understandable desire to use the fleet as a spearhead of the attack on the Dardanelles.)

Memories of Pitt's strategy against the French Revolution and Napoleon stirred, without sufficiently critical appraisal of that strategy, the Dardanelles campaign was the solution adopted in 1915. Here the initiative was British; the preponderant force was British; the idea began as a purely British naval enterprise, and even when the Army came in the campaign remained fundamentally based on British naval power.

It failed, and nothing like it was ever tried again. That is what I meant by "the failure of sea-power" no reflection on the Navy, which did its best, but a consideration of the new strategic terms of reference of the 20th century. The nature of mobility had changed. Even had the Navy penetrated to Constantinople, as was hoped, I am certain that Germany could and would have taken the Army Corps in European Turkey before the Fleet arrived, thus nullifying its efforts.

The further consideration is that the failure of sea-power to exercise its full force of influence marks the beginning of the decline of the Empire founded on that sea-power. So 1915 was a considerable year in our history.

JOHN TERRAINE London, W.11

Exchange of medals

From Lt-Gen Sir JOHN COWLEY SIR—As chairman of the Albert Medal Association, I would like to thank Sir John Smyth, V.C. on behalf of our members, for his gracious letter (Nov. 2).

The Albert Medal was inaugurated by Queen Victoria in 1866 as (in the words of a Board of Trade special article) "the first of all British decorations for self-sacrifice in saving, or attempting to save, life by land or sea."

The George Cross was inaugurated by George VI in 1940 for virtually the same purpose. In an attempt to avoid duplication it was decided in 1949 that the Albert Medal would no longer be awarded except posthumously. There are now 60 surviving holders, 50 in the United Kingdom and 10 Commonwealth citizens. Most of the holders are old; this number is diminishing rapidly.

The present Prime Minister has taken a great personal interest in this matter, supported by members from both sides of the House. After consultation with the Commonwealth countries concerned, and with the approval of Her Majesty the Queen, it has been decided that the best solution is to reinvest the holders of the Albert Medal with the George Cross.

I would like to thank the Prime Minister publicly, on behalf of all the members of the Albert Medal Association, for the time and effort he has spent on our behalf.

JOHN COWLEY Baldré, Hants.

Ulster on television

SIR—The Daily Telegraph has usually reported events in Ulster with fairness and moderation. This same cannot be said of other news media, especially television.

I was disgusted by Alan Hart's hostile questioning of Mr Brian Faulkner on Nov. 8. He was so obviously biased against a man and a Government and an army who are trying to restore law and order, and a people who under great provocation and danger are behaving with courage and restraint.

We are fed up at being cast in the role of "huddies," and the anarchists and revolutionaries as "goodies." PATRICIA FISHER London, S.W.1

Praising the 39

SIR—Mrs Marion Budy "Vote to future on Common Market." No, it is the wife of one of the 39 Tories left in the Conservative Party. L. M. HOPKINS Devils, Wilt.

FOR MEDICAL SEARCH GIVEN CEMENT CHIEF

DAILY TELEGRAPH REPORTER
HALFORD REDDISH, 73, head of the tuggy Portland Cement Company, was yesterday as the man who gave £5 n last year for medical research.
is believed to be the largest single gift of its kind. Money comes from Sir Halford's personal fortune is to be administered by the Halford Reddish Research Trust.

GHT-RACE RM SUED Y BOARD

Telephone Reporter
RACE RELATIONS had made a "error" in suing a employing workers of nationalities, including Pakistanis, Italians, and Turks, a court id yesterday.

whole idea of dision is an anathema to r Mr Laurie Stewart, r. A. H. Stewart, Q.C., r. Mr Stewart is n many of his family nds of the Nazi gas firm, HANUIS (MAIL r. Mr Stewart is n many of his family nds of the Nazi gas firm, HANUIS (MAIL r. Mr Stewart is n many of his family nds of the Nazi gas firm, HANUIS (MAIL

Telephone call

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Abortion Act defects, says David Steel

By Our Political Correspondent
DEFECTS in the Abortion Act, which he sponsored in 1967, were admitted last night by Mr David Steel, Liberal MP for Roxburgh.

He said: "With the benefit of hindsight, I can say that despite the difficulties involved it might have been wise to include a provision applying the Act only to those normally resident in this country."

"The commercial traffic in foreign women, with advertising on the Continent, is a degrading spectacle, and the money-grabbing activities of a few beamish medical professors."

Profiteering aspect
He hoped Mrs Justice Lane's committee of inquiry into the working of the Act would consider this, and also "the profiteering aspect of abortion, for which charges of £150 to £200 were not uncommon in private practice."

Mr Steel, who was addressing doctors at Nottingham, maintained that, setting all difficulties aside, the Act had increased the sum total of human happiness in Britain.

Before it was passed there was an average annual death toll of 50 women from abortion. In 1970 the figure came down to 32, of which only nine had followed legal abortions. Since 1968 more abortions had been carried out openly, legally and safely, and fewer clandestinely, illegally and dangerously.

Major campaign
"The time has now come for a major campaign to reduce the annual abortion figures, not by repressing abortion but by removing the need for it," Mr Steel said. "It makes no sense in our society to make abortion relatively easy and contraception relatively difficult."

"It would be a sound investment to make contraceptive drugs, devices and operations available free under the National Health Service."

OBSCENITY LAW PLEA REJECTED
Mr Maudling, Home Secretary, yesterday rejected a call for a Royal Commission to review the law on obscenity and pornography. In a Commons written answer he said that while he would wish to consider closely the full implications of the recent Court of Appeal judgment in the Oz case, he had no intention of introducing comprehensive legislation or recommending the appointment of a Royal Commission.

There will be 11 full-time senior researchers—one South African, three American professors and seven from Britain.

Dr Cumming said the institute's first objective would be in the field of bronchitis in respect of shortness of breath. The cost of building and equipping the centre is estimated at £1 million. It will run at about £250,000 annually to run and this will be met out of investment of the remaining £4 million.



John Mbu, 15, an Etonian and son of a former Nigerian Minister of Defence, who has been missing from the College for 11 days.

LSE militants sweep into control of union

By DAVID FLETCHER, Education Staff
LEFT-WING STUDENTS, pledged to fight against the power of the London School of Economics authorities, have gained control of the student union executive. Their victory promises an early clash between students and governors.

Bob Dent, 21, a member of the militant Socialist Society, was voted president with 445 votes.

His nearest rival, John Andrews, 21, a moderate, gained only 122 votes. The third candidate, another moderate, gained 70 votes, and the fourth, a Conservative, 68.

The new vice-president is Dan Tapman, 23, a post-graduate student and a member of the Socialist Society. The society's members also won all six seats on the Executive Council despite their being contested by Conservative and moderate students.

Independent union
Bob Dent said yesterday: "This is the first time that students have voted for a socialist council in entirety. Never before has there been a Socialist Society president."

"The primary issue we stood on was union independence. At present the school controls our constitution. We have now an over-riding mandate to fight for the new constitution which sweeps away the school's power."

"We shall conduct that fight militantly."

Students have already voted for a new constitution for their union, but under the terms of the present constitution, this cannot be introduced without the governors' agreement.

The proposed constitution would sweep away the office of president, cause council members to be elected directly from the floor of student union meetings, and end the School authorities' veto power over union affairs.

The newly-elected student leaders are the political heirs of Society members active during the troubles which led to the closure of the School for more than three weeks in 1968.

The troubles flared throughout that year, and one Socialist Society member, Paul Hoch, 28, an American, was eventually deported after being jailed for disobeying a High Court order not to enter the School.

Record 3m visitors for National Trust
By JOHN ARMSTRONG, Estates Correspondent
A RECORD 3,102,012 people have paid £527,542 for admission to the 159 historic properties owned by the National Trust so far this year.

Last year 2,571,550 visitors paid £553,300 for admission to National Trust properties. The average admission charge this year was 17p.

Trust members, who pay an annual subscription, accounted for 422,005 visits this year. In 1970, there were 283,545 member visitors. A Trust spokesman said: "At last our members appreciate what they have invested in."

Newly-acquired properties opened by the Trust have helped produce this year's record visitor total. Felbrigg Hall, Norfolk, had 13,899 paying visitors after opening in July.

Property	Visitors 1970	Visitors 1971
Tatton, Cheshire	135,287	145,734
Chartwell, Kent	125,904	124,981
Housesteads Roman Fort, Northumberland	90,985	107,159
Bodiam, Sussex	84,828	84,219
Brownsea Island, Dorset	66,859	67,962
Stourhead, Wilt	54,102	52,041
Bodnant, Denbighshire	72,765	82,743
Sheffield Park, Sussex	76,969	81,094
St Michael's Mount, Cornwall	69,877	71,251
Sissinghurst Castle, Kent	53,054	60,487
Chedworth Roman Villa, Glos.	53,026	55,847
Polesden Lacey, Surrey	46,128	52,285
Hill Top, Lancs.	29,898	32,041
Fenby, Cambridgeshire	46,898	49,834
Waddesdon, Bucks	43,845	46,965
Blickling, Norfolk	38,404	46,815
Nostell, Yorks	35,296	42,347
Avebury, Wilts	4,388	40,149
Soke, Lancs	37,455	36,865
Hidcote, Glos.	36,865	38,311
Lydford Gorge, Devonshire	35,447	38,751
Knole, Kent	31,089	36,370
Shugborough, Staffs	25,800	34,617
Hardwick Hall, Derbyshire	50,254	54,528

HUNT FOR MISSING ETON BOY

DAILY TELEGRAPH REPORTER
LORD CARRINGTON'S private detective is helping in the search for John Mbu, 15, who is missing from Eton.

John's father, Mr Mathew Mbu, who was a former Minister of Defence (Navy) in the Nigerian Government and High Commissioner in London, is a friend of Lord Carrington, the Defence Secretary.

His son failed to return to Eton 11 days ago after half-term. A pupil at the school for two years he telephoned his guardian in North London saying he would not be going back.

"Bad company" fear
Mr Mbu, 41, a barrister, who has arrived in London from Lagos to look for his son, said last night: "I fear he has got into bad company."

He had previously written to me saying that during half-term he would be staying with friends in Chelsea. I told him to get in touch with his guardian in Holloway. I now hear that John told his guardian he was spending some time in Norfolk, where he gave a false address."

Mr Mbu said that last week John tried to get a job with Marks and Spencer but failed because he could not give any references.

Adding that his wife was "sick with worry" he said: "I believe he is somewhere in the Chelsea area because the Eton authorities got in touch with a boy who had been expelled and who knew John well. The boy refused to say where he was."

At Eton Mr Michael McCrum, the headmaster, said: "Before going away Johnny Mbu left a message in his boarding house saying he wished to cut loose from his family and school. He has always given the impression of enjoying school life, has made many friends and had considerable success particularly in sport."

"A boy of independent mind and considerable maturity for his years, he has found himself employed and a home and is unlikely to wish to return to school," added Mr McCrum.

CONDUCTOR'S SON HAD £1,600 DEBTS
DAILY TELEGRAPH REPORTER
MR PETER SARGENT, 45, the only son of the late Sir Malcolm Sargent is jobless. A bankruptcy court at Cambridge has been told his debts amounted to £1,686.

Cross-examined at the hearing, he agreed he had relied "to a considerable extent" on his father until his death in 1967. Afterwards he had gone on living as though Sir Malcolm were still alive.

Mr Sargent did not reveal his present employment but said that until five weeks ago he had been living at Little Bordeaux Farm, Little Chesterton, near Saffron Walden.

He told the court: "My father was always very generous and gave me an allowance when I was at Oxford, and had given me money since then."

After leaving Oxford University in 1952, he said, he took various jobs, including a position as private tutor of English and Latin. He had worked in television, narrating and script writing, but had earned only £420.

Lived above means
"Through lack of permanent employment I have lived above my means. In the last two or three weeks I have come round to the fact that I have to take up any abilities I have and pursue them."

His only assets, the court was told, were a few items of furniture.

Mr Sargent said that because he had no job he had signed on the unemployment register.

His examination was adjourned.

Vagrant was forced to pay head-bumping penance, jury told

DAILY TELEGRAPH REPORTER
EVERY time a police sergeant found a Nigerian vagrant sleeping out, the vagrant was made to pay a penance by bumping his own head, a jury at Leeds Assizes was told yesterday.

P C KENNETH HIGGINS said the victim of the ritual was DAVID OLUWALE who was found dead in the River Aire in Leeds in April, 1969.

The constable was giving evidence on the fourth day of the hearing of charges against Sgt KENNETH KITCHING and GEOFFREY ELLERKER, a former police inspector, of unlawfully killing Oluwale by chasing him and causing him to jump or fall into the river.

Kitching, 48, and Ellerker, 38, also face charges of assault against Oluwale, of causing grievous bodily harm and of perjury. Both pleaded not guilty.

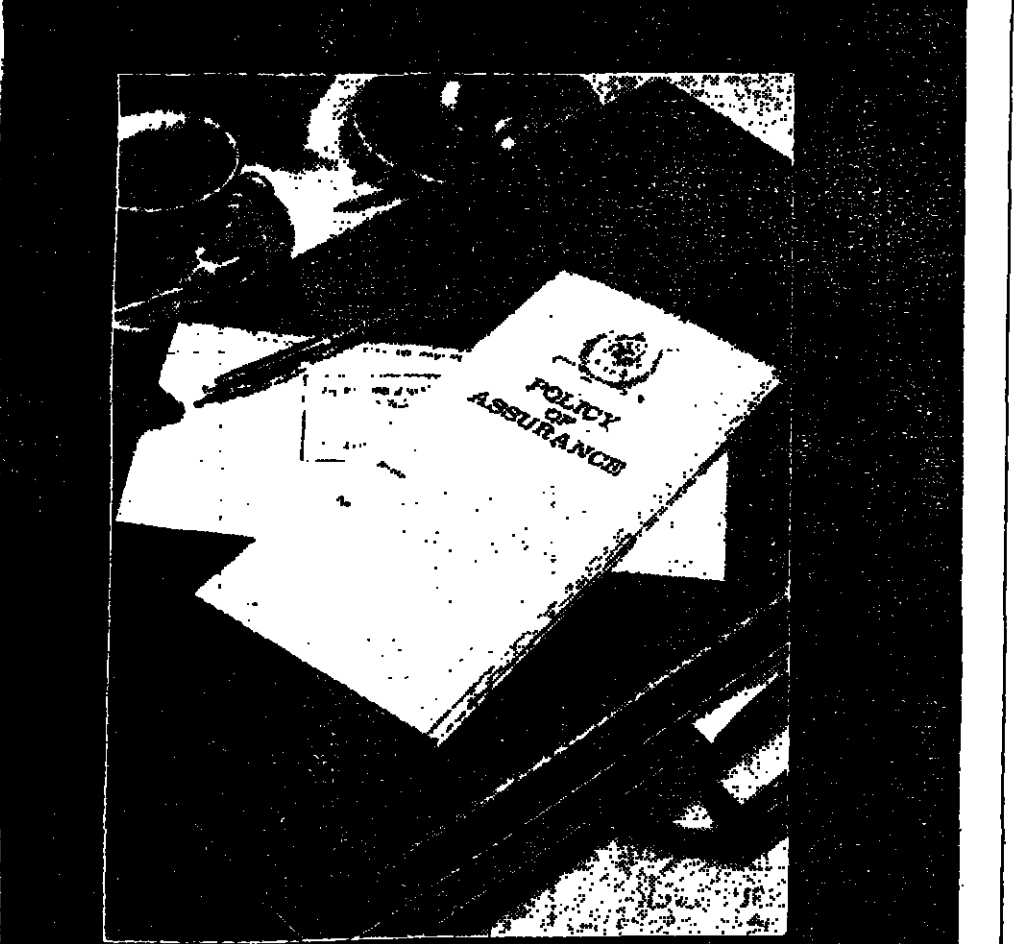
Bit of a softie
P C Higgins said Kitching had told him about making Oluwale pay a penance. "I once overheard Inspector Ellerker say to Sergeant Kitching that he had Oluwale bowing down to him and saying 'second assault had taken place,' Sgt Atkinson said: "I am not lying in my teeth. You can take it that what I said I saw. The date may be wrong."

Mr WILLIAM WILLIAMS, of Hamphwaite Road, Harrogate, a former police constable who is now an insurance clerk said he was in the back of a police van when Ellerker and Kitching assaulted Oluwale. Both men hit Oluwale and the inspector hit him with his torch breaking the glass.

The case was adjourned until today.

'PLUG' REPORT FOR DPP
By Our Crime Correspondent
A preliminary report of police investigations into allegations of bribes with offers of holidays, cash payments and sex being offered to disc jockeys on BBC programmes to plug particular records has been sent to the Director of Public Prosecutions.

Det. Chief Supt Dick Booker, of Scotland Yard, who has been in charge of the investigations, submitted the report yesterday. The inquiries are expected to continue for several weeks.



Some home truths about insurance

Practically all you treasure that needs insurance protection is at your home. Your family, house and all that's in it, and motor car. That's why we do our business in our policyholders' own homes. That way we get to know them pretty well. We can see and understand their problems.

First, we call to discuss which is the right policy. Then we'll arrange the most convenient way to pay the premiums and of course we'll call regularly to collect them. And when the policy matures or a claim is made—we'll be there—at your door with the money.

People often pay for their bigger policies by cheque or banker's order. But we still keep in personal touch with them and their insurance needs.

Remember, there's more to insurance than choosing a policy. You should also choose the most convenient service. And we are the only people who offer you regular service in your own home.

HOME SERVICE INSURANCE COMES TO YOUR DOOR
Home Service Insurance Company Limited
100, Abchurch Lane, London EC4N 3DF
Telephone: 01-475 2200

Go forth and multiply.



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And keep a printed record of your calculations

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COMPANY HIGHLIGHTS

and going for Philips' amp

profits going continued to be in the third quarter for the Dutch electrical...

cham up again

again the Beecham Group will itself be the company for reasons for its already consistent...

ers' record profit

is more good news for the market's already confident section in the form of the...

ell pays more

VICAL colouring maker all and Co's pre-tax profits run back from £210,000...

ord half for Boots

more all round gain at the way back from Boots, the biggest chemist shop group...

's one-for-eight

import-export house United Merchants has made further reas during 1970-71. Pre-tax...

head profits leap

OUGH it has not recovered 70-71 to the extent expected, the mechanical...

'n's weak link

OUGH the first-half pre-tax of Haden Carrier are up 250,000 to £577,000 on terms...

lare on target

AS of hope are beginning to flow through for the hard-ship...

nan Heenan loss

IG LOST £846,000 pre-tax on a half of 1970-71 and forecast...

ACTUARIES INDICES

Group 165.52 (-1.02) 176.95 (-1.01) 174.24 (-0.93)

INVESTMENT & BUSINESS

City Editor KENNETH FLEET

DAILY TELEGRAPH CITY OFFICE

112 Queen Victoria Street, London EC4P 4BS Telephone 01-236 8925/9

Big cuts in steel orders presage waning boom

By JOHN PETTY

A SLUMP of more than 25 p.c. in demand for steel today discloses fears in industry...

Lord Melchett, chairman of the British Steel Corporation, believes that the main recovery...

All products

Output by the British Steel industry was 25.2 p.c. lower last month than in October, 1970...

Other figures from the Department of Trade and Industry today put consumption of steel...

Middle East Airlines and Intra in £3m deal

By CLIFFORD GERMAN in Beirut

INTRA BANK'S successor company, the Société d'Investissement Intra, is borrowing £5 million...

In exchange, Intra is giving Middle East Airlines an option on property Intra owns on the Champs Elysées, Paris...

The funds will help to make use of M.E.A.'s substantial cash flow and maintain the close links between the airline and Intra...

Visible surplus £37m last month

By RODNEY LORD

BRITAIN notched up another good trade surplus in October in spite of the effect of the United States East Coast dock strike...

Exports fell back from September's record level of £787 million seasonally adjusted to £772 million. Exports to North America, which reached a peak of £141 million in September...



Mr Mark Lane, chairman of Joe Coral.

Hume Holdings shares jump on bid approach

A BID COULD be on the way for Hume Holdings, the investment trust which has been rapidly building up a large and direct stake in property development in the last few years.

Following a bald announcement yesterday that "tentative approaches" had been made to the board, Hume's shares jumped 6.5p to 87.5p, valuing the company at £18 million.

The directors stated that an offer might be made and they recommended holders "to consider very carefully before selling their shares until further information is available."

Industrial production up

INDUSTRIAL production showed a small 0.75 p.c. rise between August and September to raise some cautious optimism in Whitehall that the long recovery haul may be under way.

The all-industries index at 127.1 (1965=100) is only a point above the August level, but manufacturing industry showed a bigger improvement with a rise in the index from 127.4 to 129.3.

FAMILY MONEY GO ROUND

In a ten-page investment and business section, Family Money-Go-Round includes articles on: LAND AND FARMING: Lawrence Gould continues his assessment...

INSURANCE: James Woodten begins a series of articles on the many and varied problems of saving via life assurance, by discussing the correct approach for a young man starting to save.

PERSONAL TAX: Bryan Lincoln looks at capital allowances in detail and shows how they may be claimed and by whom.

ART AND ANTIQUES: John Powell previews a sale of steam-engine models at Christie's next week—one of the lesser-known sections of the antiques market.

ANOTHER opportunity to win £5 in premium bonds by completing the prize crossword.

Coral-Curzon House link to form £22m network

By TONY FALSHAW

WITHIN 24 hours of announcing that merger talks were in progress, Coral Holdings and Curzon House Investments have agreed terms whereby Coral will bid £22 million for Curzon to form a £22 million betting shop and gaming group.

Under the terms of the deal Coral is offering three of its shares for every two Curzon shares which is worth just over 516p a Curzon share. There is a cash alternative of 500p compared with yesterday's closing price of 288p.

The Curzon House group, which is owned 74 p.c. by Mr Maxwell Joseph's Giltspur Investments, is one of the world's leading casino operators.

Following the takeover Mr Joseph's Giltspur Investments will end up with around 27 p.c. of the combined group—almost 3 p.c. more than the holdings of the existing Coral and Mark Lane directors.

Curzon chairman Mr Alfred Barnett and Mr Alan Fowler, managing director of Giltspur, have joined the Coral board. At the same time Mr Nicholas Coral and Mr David Spencer go on to the board of Curzon.

Curzon, which is shortly to announce its results for the half-year to the end of September, "confidently expects" taxable profits to be substantially in excess of last year. For the full year-1972 combined profits of the two groups should top £5.75 million—a rise of some £1 million.

Mersey Docks save £2m

RECURRING annual savings of £2 million a year have been made by Mersey Docks and Harbour Company, said its managing director Mr George W. Brimyard in Liverpool last night.

Other cost savings of £350,000 have been made this year.

Confidence equals 20pc corporation tax

BY THE CITY EDITOR

THE CHANCELLOR of the Exchequer has indicated an early Budget and by virtue of that alone he is thought to have further tax reductions in mind. In the present state of the economic game he may well have to translate such thoughts into action.

The swelling optimism of the late summer when the volume of inquiries—and a rising rate of orders—were bringing smiles to senior executive faces, strangely subsided during the October sunshine.

Confidence—that much overworked but nonetheless crucial word—is lacking and no one can adequately explain why. The Government has certainly done its stuff: cutting surtax and income tax, halving Selective Employment Tax and scaling down Corporation Tax.

Admittedly it has taken away various forms of easy money like investment grants and employment premiums, but it has brought interest rates down with a bang and opened bank doors wider than at any time in living memory.

The other half of S.E.T. will go in March, as will purchase tax. Both are to be replaced with a value added tax, which is expected to contain the minimum of

horrors and the maximum of simplicity. The Chancellor has not yet gone as far as universal free depreciation, but the present system of capital allowances, especially in development areas, does not stop for short. Finally, the Common Market and Britain's entry is a fact.

Why, therefore, will industry not take courage in both hands and insist for the future? First, it is not wholly prepared to trust the future, for which the leftward lurchings of the Labour party are partly to blame. Second, the degree of unused capacity in much of industry is still large and it will need a sustained boom to take it up.

Third, the Government appears to lack any coherent plan for dealing with industrially backward and near-delinquent regions and the hard core of structural unemployment left by industry's belated decision to cut down on its absurd overmanning. Fourth, profit.

If there is one single explanation why industry was lamentable in re-equipping and modernising in the sixties it was the deliberate erosion of profits through Socialist legislation.

Probably the best thing Mr Barber could do on March 21 is scrap all fancy financial incentives and cut Corporation Tax in half. Let companies smell a profit which they can keep and they might get off their executive bottoms and run.

Boom delayed till stocks run down

MOST OF THE extra goods which are being bought are coming off the shelf or out of the showroom, and the factory floor has not yet seen the benefit, according to the latest Treasury view of the economy published yesterday.

But the official view remains determinedly optimistic that the figures are accurately showing an expansionary trend and industrial output will soon begin to grow. Indeed it would be surprising if Mr Barber and his department were in any way out of step in anticipating a boom.

The elements have conspired against the revival because the warm autumn has reduced demand for gas, electricity and coal so that industrial output as a whole has not risen at all between the second and third quarters, according to yesterday's new figures.

As far as manufacturing industry is concerned—and this is what matters in terms of industrial employment—there has been an increase of about 1.2 p.c. between the second and third quarters. This is disappointingly modest after the actual downturn in output in the first quarter, and suggests that the economy needs considerable more dynamism before the Chancellor's forecast of 4.4 p.c. a year growth becomes solid fact.

The steel figures confirm the view that considerable de-stocking has taken place, and manufacturers are reluctant to com-

mission new output until they are sure that the demand and the price will justify it. Consumption, not output, is rising at the moment. At the expense of stocks.

Consistently the most encouraging of the economic indicators are the upturn in car sales and housing starts and the apparent surge in hire purchase and credit sales generally. This should show quickly in output figures once stocks have been cleared. But the worm of doubt still gnaws away at these apparently healthy fruits.

The edge is taken off the private housing boom by the drop in public sector housing activity. The boom in new car sales is not being matched by sales of second-hand cars, so that dealers' stocks of used cars may grow and clog the market unless prices can be slashed.

The hire purchase debt rose by 7 p.c. in the third quarter and private customers have accounted for the bulk of the 5 p.c. increase in bank lending in the past three months. But there is a real possibility that the boom in bank personal loans since the cartel was abolished is coming at least in part from the hire purchase industry.

Hire purchase finance is distinctly dearer than bank finance and when more car buyers become aware of the growing competition between banks and finance houses the banks must start to win the business which is in a position to choose. Finance house debt could then stagnate.

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COMPANIES

Allied Leather

HAVING continued its recovery trend Allied Leather Industries is restoring 4½ points of the 5 point dividend cut made four years ago. An 8 p.c. final on Dec 10 takes the 1970-71 total from 7½ p.c. to 12 p.c. and the directors are also proposing a one-for-one scrip issue. Profit for the year to June 30 rose from £135,019 to £221,985, before tax of £98,587 (£84,978).

Brickhouse Dudley

REPORTING sharply higher turnover and profits for half-year to September 30, Brickhouse Dudley, the mantle and inspection cover manufacturer, is lifting its interim five points to 15 p.c. on Dec. 21.

Thanks to the continued success of the growing rationalisation programme turnover has increased 20 p.c. to £1.35 million, while pre-tax profits are up 77 p.c. from £251,000 to £450,000. Present trends indicate that second-half profits should be comparable with those of the first, which suggests a total of £920,000 for the year, against £510,000 previously.

Coventry Hood

DIRECTORS of Coventry Hood and Sidescreen expect a considerable increase in profit at the year-end compared with 1970-71's £137,923. First-half profit is up from £63,709 to £110,570, and the interim payment is being lifted from 5 p.c. to 7 p.c.

Epicure Holdings

UP goes the dividend from Epicure Holdings, the restaurant and hotel group. The board is paying a 9½ p.c. final on Dec. 18, which lifts the 1970-71 total 2½ points to 15 p.c. The company, which operates the well-known A l'Eclair de France in Jersey Street, has pushed up its profits from £80,620 to £100,853, before tax.

Gateway Secs.

FOR the half-year to Sept. 25 supermarket group Gateway Securities reports a rise in turnover from £7,355,000 to £8,382,000, lifting pre-tax profits from £22,000 to £35,000. The interim is the forecast 2 p.c., payable Dec. 15, on capital increased by the December one-for-one rights issue at par, against 2½ p.c. on the smaller capital.

Jessups (Holdings)

MOTOR engineer and dealer Jessups (Holdings) has beaten profit forecast for the year to

Aug. 31 and is lifting its dividend from 12½ p.c. to 14 p.c. with a 9 p.c. final on Dec. 17. Against a forecast of £125,000, pre-tax profits emerge at £144,794, against £144,784. Turnover rose from £32.96 million to £34.62 million, the current year has started well.

Lamson Industries

LAMSON Industries is to place its Italian wholly-owned subsidiary, Paragon Italia S.p.A. into voluntary liquidation. The company was formed in February last year to take over the business former division of the former Paragon licensee company in Italy. It has been financed by Lamson to the extent of about half a million pounds.

John Carr

FOLLOWING a 71 p.c. jump in the first half, pre-tax profits of machinery manufacturer John Carr (£232,000) rose in the second half by 81 p.c. to finish at £332,000 for the year to Sept. 30, against £332,000. At the net level, profits are up from £245,000 to record £391,000, and shareholders get an increase in dividend from the equivalent of 84 p.c. to 14 p.c.

White Drummond

GOOD NEWS for shareholders in White Drummond, parent company of the M and G Group of unit trusts. Profits are sharply higher, the dividend is being increased 25 p.c., and the board proposes a five-for-one scrip issue and to split each 50p Ordinary into ten 5p shares.

IN BRIEF

Allnatt London Properties: First-half profit £585,650 (£577,000), before tax £168,000 (£170,000), interim 5 p.c. (5), pay Dec. 31. Board says full year's after-tax profit may not exceed £950,000 (£931,528).

Bertram Griffiths: First-half profit £87,000 (£73,000) before tax £54,800 (£51,025), interim 13½ p.c. (12), pay Jan. 11. Board also proposes one-for-one scrip and forecasts a final of at least 12 p.c. on doubled capital.

British Industries and General Investment Trust: Net revenue for year £110,555 (£150,587, 15 months), after tax £72,085 (£101,553), final 9 p.c., pay Dec. 31, making 15 (19), pay Dec. 31.

Burnett and Hallamshire Hold-

ings: First-half profit £265,722 (£185,146), interim 8 p.c. (5), pay Jan. 6. Board proposes a one-for-one scrip in non-voting "A" Ordinary. London Stock Exchange quotation to be sought.

Burns Anderson: Profit £145,506 (£126,551), before tax £84,778 (£79,523), final 12½ p.c., making 20 (20), also 1-for-4 scrip.

Cook and Watts: First-half loss £153,000 (loss £30,000) on sales £4.68 million, 25.04 million. Second half is group's busiest period and with benefits of re-organisation beginning to show through, the board looks for an improved result for year.

Claridge Holdings: Pre-tax profit for 15 months £197,502 (£202,265, 12 months), final 9 p.c., making 18 (18).

Clyde Biowers: Profit £155,423 (£126,551), before tax £84,778 (£79,523), final 9½ p.c., making 15 (11).

Fourth City and Commercial Investment Trust: Net revenue £19,737 (£22,734), dividend 35 p.c. on £55,000, pay Dec. 18.

Grampian TV: First-half profit £88,851 (£20,217), interim 7½ p.c. (nil).

John Harper: First-half profit £45,698 (£165,157) before tax £18,272 (£70,191), interim 4 p.c. (5). Board hopeful of an early return to orders.

Maclean (London): First-half profit £155,000 (£43,000), interim 5 p.c. (15), full year, pay Dec. 31.

McManus Group Holdings: Profit for year £31,025 (loss £7,346), before tax charge £24,500 (credit £4,950), Again no dividend.

Municipal Trust: Net revenue for year £156,665 (£231,291), 19 months, after tax £102,354 (£196,819), final 15 p.c., pay Dec. 24, making 25 (40).

Northern Securities Trust: Group income for half year £82,771 (£54,517), interim 4 p.c. (4), pay Dec. 22. Net asset value 119½ p.

Peel's: Pre-tax profit for year £71,551 (£24,891), Dividend 7½ p.c. (5). Results for early months of current year are in line with expectations, but board unable to forecast final outcome.

Thames Waterways: Interim 9½ p.c. (9½), pay Dec. 15. Chairman says year's results should prove satisfactory.

Telefilm Dividends: Moorhouse and Brook 5 p.c. (5), pay Nov. 30. Fortnum and Mason 5 p.c. (5), pay about Dec. 30. Sabah Timber, 5 p.c. (5), pay Dec. 14.

NEW ISSUES

Alida Packaging
LISTS OPEN next Thursday for the offer for sale by Singer and Friedlander of 350,000 Ordinary 10p shares in Alida Packaging at 84p per share. Alida produces polythene film and bags and puts them to customers' specifications. Turnover of the group has

risen from £62,000 in 1965-66 to £1,900,000 in 1970-71. Pre-tax profits over the same period have jumped from £425 to £200,000. For the current year to March 31, profits are forecast to be not less than £280,000.

On the basis of these profits in a full year, dividends totalling not less than 34 p.c. would be recommended. At the offer price the dividend yield would be 4.05 p.c., covered 1.6 times, and the price/earnings ratio 15.

Fidelity Radio

UNDERWRITING has been completed for the offer for sale of part of the Ordinary share capital of Fidelity Radio. About 1,480,000 shares of 10p each of a total issued capital of 4 million are being offered for sale at 70p to yield 6.7 p.c. on indicated dividends totalling 40 p.c. Such dividends would be covered 1.57 times by a forecast of profits for the year ending next March of £252,000 after tax (£290,000 before tax). The price/earnings ratio would be 11. Application lists will open and close next Thursday.

Fidelity Radio is believed to be the largest British Producer of portable radios and record players. The company's business and share of the market has expanded considerably over the past few years and total turnover including exports has increased from £1,287,824 in 1967 to £4,070,725 for the year to last March 31.

Land Securities

BRITAIN'S biggest property group, Land Securities Investment Trust, is raising about £18 million by an issue of first mortgage debenture stock. The stock is being placed by Schroder Wagg at 98 with a 9 p.c. coupon, and matures 1996-2001. Dealings are expected to start on Monday. Hurs-Brown and Co. and Caspove and Co.

Orme Developments

SANDELSON'S offer of 2,125,000 Ordinary 20p shares at 7p in Orme Developments was about 34 times oversubscribed, attracting 11,818 applications for 72.5 million shares. Applications for up to 8,500 shares will be held, the lucky ones getting 200. Those applying for 10,000 or more will get about 5 p.c.

BIDS AND DEALS

Kniton-Ellis terms
TERMS of Kniton Investments' offer for Ellis (Kensington) are

four Kniton shares and 4650 of 8 p.c. convertible loan stock for every six Ellis. As known, this package will be underwritten for cash at 137½p per Ellis share.

Ozalid-Venesta

TO MAINTAIN the value of its original offers Ozalid is making a revised offer for Venesta International and its 87 p.c. owned subsidiary Keizer Venesta. The revised terms are: for every 100 Venesta Ordinary, 545 of Ozalid 7 p.c. convertible unsecured loan stock 1982; for every 100 6 p.c. Venesta first Preference shares, 290 of loan stock; for every 199 7 p.c. Venesta second Preference, 275 of loan stock; and for every 20 Keizer Venesta Ordinary, 111 of loan stock.

This loan stock is convertible into 43½ Ordinary shares for every £100 nominal of the stock in each of the years 1972 to 1976.

UNIT TRUSTS

Jessel Britannia
JESSEL Britannia Group is to re-structure one of its less active unit trusts—Selective Fund. It is to be renamed Global Growth Fund. As the new name implies the fund will cast its net over a wider investment field than the old trust, and it is hoped to attract new investors.

Unit holders who do not want to stay in the reconstituted trust will be given the option to switch into another more appropriate trust if they wish at a considerable discount. In the light of the penalties that investors suffer through the dollar premium a back-to-back loan of £1 million has been arranged by the fund managers—further loans will be arranged if required.

MINING

Anglo-Transvaal

ANGLO-TRANSVAAL chairman Mr B. L. Bernstein discloses in the 1971 annual report that finance for the Pretoria copper-iron mine has been agreed in principle. But "until the complex documentation has been agreed with all parties," he is unable to give any further information. The report is dated Oct. 8. Presumably, however, the Nixon measures have thrown a temporary spanner into the works and details may be delayed for a little longer yet.

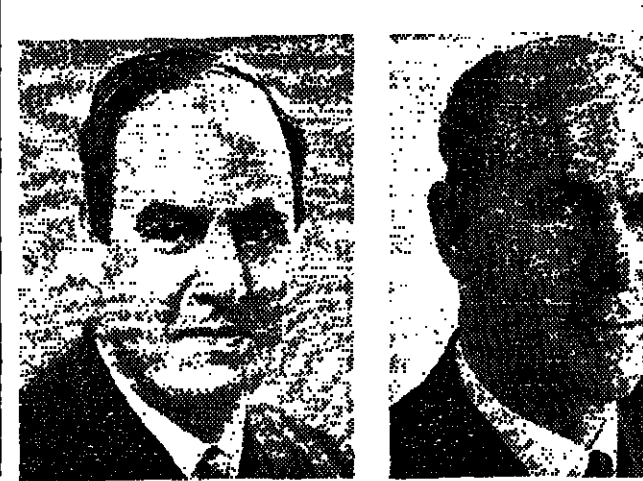
On consolidated Murchison, Mr Bernstein notes that "stockpiling of antimony has been taking place for some months, and although recently at a reduced rate the stocks have had to be financed by a short-term loan."

Anglovaal now takes the view that "our industrial group will be more profitable and will support greater expansion if we are less diversified on the fringes than in the past." These decisions to consolidate will result in the group "being more liquid" and financially stronger.

Messina Transvaal

MESSINA Transvaal is cutting its final dividend by five cents to 20 cents, pay Dec. 20, making 38 cents for the year to Sept. 30, 1971 (against 45 cents in 1970). Net profit after tax has more than halved at Rand 5,026,000 against Rand 10,355,000. But a capital profit of £1,633,000 (nil) and unappropriated profit of £764,000 (£801,000) bring the net profit to £7,478,000 (£11,256,000).

Two new members ICI 'exclusive club'



Mr Maurice Hodgson Mr Stanley Lyon

IMPERIAL Chemical Industries yesterday completed the reorganisation of its senior management structure with the appointment of two new deputy chairmen. They are Mr Maurice Hodgson, 52, who gets quick promotion after only 21 months in the boardroom and Mr Stanley Lyon, 54, an engineer and director since 1968.

They take up their appointments on April 1 and become members of the exclusive "club" from which future ICI chairmen are selected. They join Mr Michael Clapham and Mr R. S. Wright as Mr Peter Mendes, at present senior deputy chairman, bows out.

Mr Lyon came up via the external side of the business over the last three years has responsibilities successively organisation and services, overseas co-ordination and research personnel.

Record Progress Continues for FORBUOYS

(Multiple Newsagents, Tobacconists and Confectioners)
Salient points from the Statement by Mr. O. C. Strickland, Chairman, Forbuoys Limited.
*During the financial year ended 30th June, 1971, (53 week trading period), turnover increased by 13.4%. This increase, when adjusted to 52 week period, surpasses any previous increase. Profit, before tax, increased by 29.4% to a new record. A final dividend of 25% recommended making 45% for the year (1970 37.3%).
*It was proposed to make a 1 for 2 scrip issue and to increase the authorised capital to £1,250,000.
*Subsequent sales for the 13 weeks ended 2nd October, 1971, showed an increase of 16.9% over the corresponding period last year, despite the newspaper strike in September. In this period the Company have purchased three established businesses, opened four branches, and sold two. We also expect to complete four further purchases of established businesses, and to open at least a further five new branches before Christmas.

	1971	1970	1969	1968
Branches	290	274	256	234
Turnover	£12,215,143	£10,768,707	£9,741,901	£8,873,288
Profit for the year	£729,160	£583,411	(a) £518,430	(a) £518,806
Taxation	£284,749	£250,758	£242,390	£225,768
Net Profit	£444,411	£332,653	(b) £276,040	(b) £293,038

(a) After eliminating exceptional profit of £21,182 and £13,125 respectively.
(b) Including exceptional profit.

INVESTORS CHRONICLE

Timber boom ahead— which shares to buy

Find out in today's issue!

On sale at all newsagents and bookstalls

Glaxo Group

HOME AND OVERSEAS SALES EXCEED £134 MILLION

Dividend increased from 14% to 16%
"Sales should continue to rise substantially... greater contribution to profits expected from new products... pressure on profit margins likely to continue."
From Sir Alan Wilson's Report 1970/71

The Accounts
I indicated in last year's report that the factors favouring the progress of the Company were likely to be more or less in balance with adverse factors. This turned out to be so, and while sales increased substantially, profit margins were reduced. Thus total Group sales, excluding wholesaling, show an increase of nearly 10% over last year, while the trading profit at £24.1 million increased by some 1%. The run-down of our liquid funds to finance the expansion programme has resulted in the pre-tax profit at £23.9 million being slightly below the corresponding figure for 1969/70. But after deducting taxation and Minority interests the net profit after tax attributable to the Ordinary Shareholders is £12.8 million, which is about 3% higher than last year. Group sales, excluding wholesaling, rose by nearly £12 million to £134.1 million. The turnover of our U.K. companies in the home market, at £37.6 million, shows an increase of £1.4 million or about 4% over last year, and their exports to external customers overseas went up by £3.2 million to £24.7 million, an increase of 15%. Our subsidiary companies abroad increased their turnover by £7.3 million or 11% to a total of £71.7 million. The largest increases were in the sales of pharmaceuticals in Europe and Japan and of bulk fermentation and other products to other pharmaceutical manufacturers. The sales of these bulk materials increased by 16%. New products, particularly the antibiotic Caporex and the anti-asthma drug Ventolin, are becoming established in an increasing number of markets and have made a contribution to the increase in sales in 1970/71; but their main benefit must be expected to lie in the future. Out-wholesaling activities, which are carried out through Vetric Ltd., derived the highest this year of greater productivity and of a sustained effort in introducing computer control. Turnover increased by 9% to a total of £47.2 million and profits to a record £14.4 million compared with £0.8 million.

Laboratories increased by 30% compared with the increase of 20% in the exports from the U.K. achieved by the pharmaceutical industry as a whole.

I am also pleased to report that exports by the U.K. companies of the Group to our external customers and to our subsidiaries overseas continued to increase, and reached a total of £41.2 million in 1970/71, as compared with £34.1 million in 1969/70.

Investment Programme
This year the Group spent some £18 million on additional fixed assets compared with the £20 million spent last year. Nearly two-thirds of the amount in 1970/71 was concerned with the U.K. capital investment programme—the rationalisation of pharmaceutical production, the expansion of our pharmaceutical research facilities and the increase in our manufacturing capacity for the cephalosporin antibiotics—Caporex and Caporex. The balance of the amount left on this major programme, about £5 million, will be spent next year, and it should then be largely complete. The total amount of money we expect to spend next year on fixed assets should be about £15 million, and there should be a further substantial reduction in the succeeding year.

A significant part of our expenditure on fixed assets is made overseas. This year about a quarter of the £18 million was spent outside the U.K., mainly in France, Italy, Australia and India, and in 1971/72 a similar amount, but a higher proportion of that year's total, is likely to be spent abroad.

The Common Market
There has been much discussion concerning which industries would benefit and which would suffer if we join the European Common Market. So far as I can see, the pharmaceutical

industry will scarcely be affected whether we enter the Common Market or whether we do not. The reason for this is that within the E.E.C. as at present constituted there are numerous non-tariff restraints upon the free circulation of pharmaceutical products, and little progress if any has so far been made in harmonising national administrative controls. However, the Group is strongly established in Europe, and it is in a good position to take advantage of any marginal reductions in the present barriers to trade.

The Outlook
Looking forward, it seems likely that most of the important trends which determined the course of events in 1970/71 will continue into 1971/72, with favourable and unfavourable factors more or less in balance. Sales should continue to rise substantially and it is expected that our new products will make a greater contribution to profits than in 1970/71. The pressure on profit margins is likely to continue, since not only are costs still increasing but pressures by Governments all over the world to reduce pharmaceutical prices are strong. In addition, the uncertain economic conditions in many parts of the world may slow down the demand by other manufacturers for our bulk products at a time when our new plants are being commissioned. On the other hand, we have incurred considerable extra costs during 1970/71 in rationalising our U.K. production facilities and in commissioning new plant, and while these expenses will continue into 1971/72, they will be at a reduced level.

Finally, I would like to thank all members of our staff both at home and overseas for their efforts during the year in which they had to deal with an unusually large number of problems.

Five year summary of results (in millions of £s)

Year to 30th June	1967	1968	1969	1970	1971
Sales (excluding wholesaling)	69.8	96.5	107.5	122.1	134.1
Profit after Taxation earned on Stockholders' Funds	7.5	9.6	10.9	12.4	12.8

The Queen's Award
The Queen has again been honoured by the grant to Glaxo Laboratories Ltd. of the Queen's Award to Industry for the fifth successive year. This was in recognition of its export achievement in the year 1969/70 when the exports (including foods) of Glaxo

Glaxo Group Limited
CLARGES HOUSE, CLARGES STREET, LONDON, W1Y 8DH

For a copy of the Chairman's full statement and the Report and Accounts, please apply to the Secretary.

The product names in italics mentioned above are REGISTERED TRADEMARKS OF GLAXO LABORATORIES LTD or ALLEN & HAMBURYS LTD.

Would you like a share in the growing wealth of Europe?

Merchant bankers Schroder Wagg now offer you the chance to share in Europe's economic growth.

Schroder Europe Fund is an authorised unit trust designed to enable United Kingdom investors to participate in a balanced portfolio of European stocks.

Three big advantages. Europe, with its wide spread of economies, offers you:

- a high level of economic growth overall. In the Common Market countries, for example, industrial production rose by 6% per annum between 1963 and 1970. Market levels have not always followed this pattern, but such a steady rise in the level of industrial production must in the long-term be a strong argument in favour of investment in the economy of the area;
- the scope to switch from country to country as fresh opportunities arise. This is obviously important since the investment attraction of different countries varies from time to time;
- the opportunity to spread your investment over a wide area. Currently Schroder Europe Fund has investments in nine different countries.

Of course, results cannot be guaranteed and unit prices can fall as well as rise. With their wide international experience, however, Schroders are well placed to turn

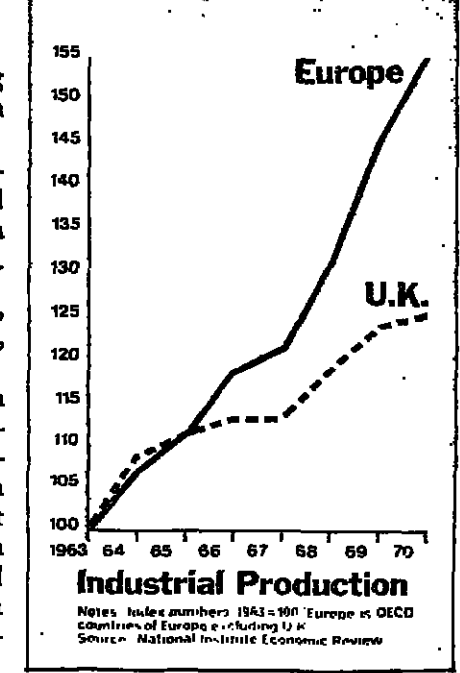
every opportunity to the unit-holder's advantage.

Schroder's management skill. Schroder Wagg, who manage the investments, are one of Britain's biggest and longest-established merchant banks. They currently handle hundreds of millions of pounds of investments. Moreover, they have the

substantial international and continental connexions essential for managing a European portfolio. In addition, Schroder Europe Fund has an investment committee including representatives from leading European investment institutions.

How to apply. To apply for units, simply fill in the coupon below. The minimum initial subscription is £250. The initial charge of 2½% is included in the price of units. If you buy units worth £1000 or more this is reduced to 1%, and for subscriptions of £20,000 and upwards it is waived altogether. The annual charge, to cover running costs, is 1% of the average value of the Fund.

When you have filled in the form below, units will be bought for you on the next Subscription Day at the price ruling on that day. The next monthly subscription day will be Tuesday 23rd November. On 26th October, the offer price of each unit was 30p with an estimated gross yield of 1.44%. There are two kinds of unit in the Fund—Income Units which have their income distributed half yearly; and Accumulation Units where the income is reinvested. You can also invest in a Schroder Equity Bond, a single premium policy linked to this Fund.



Application for Schroder Europe Fund units or for further information. To J. HENRY SCHRODER WAGG & CO. LIMITED, UNIT TRUST DEPARTMENT, 120 CHEAPSIDE, LONDON EC2Y 6DS

Schroder Europe Fund

Managed by J. Henry Schroder Wagg & Co. Limited, merchant bankers. Trustee: Lloyds Bank Limited.

I/We declare that I am/we are 18 years of age or over and that I am/we are not resident outside the Scheduled Territories and that I am/we are not acquiring these units as the nominee of any person(s) outside these territories.

SIGNATURE..... DATE.....
DO NOT send any money until you receive a Contract Note

FORENAME(S).....
SURNAME (Mr, Mrs, Mses).....
ADDRESS.....

FOR FULL DETAILS about Schroder Europe Fund and Schroder Equity Bond ring Mrs. P. Margate at 01-586 0000 or write a line and refer only to this coupon and tick the relevant boxes below. Please send me the brochure about Schroder Equity Bond.

TRUST PRICES

Table of Trust Prices listing various trusts and their prices, including UNIT MANAGERS, LIFE ASSURANCE CO., INVESTORS TRUST, and others.

ANGLOVAAL

EXTRACTS FROM THE REVIEW BY MR. B. L. BERNSTEIN

The 38th Annual Meeting of ANGLO-TRANSVAAL CONSOLIDATED INVESTMENT CO. LTD. will be held in Johannesburg on 3rd December, 1971.

Despite stresses in the international monetary system which have also been felt in South Africa, and certain domestic monetary problems, Anglovaal can report improved and encouraging results.

FINANCIAL RESULTS

The parent company's accounts reflect a profit before taxation of R4 597 000 which was R901 000 in excess of the profit achieved in 1970. The dividend was increased to 55 cents per share on the ordinary and 'A' ordinary shares.

Table showing Financial Results with columns for Field of Investment, Book value, Market value, Total value, and Dividends earned.

EMPLOYMENT RESTRICTIONS

I must comment on the stranglehold which is imposed on the country's economic growth through the restrictions placed upon the free employment of the country's vast reserves of labour. We as a Group remain firmly of the opinion that our non-White population must be allowed to operate more and more in the skilled trades where shortages are being increasingly felt.

Our own Group has long realised this and for years has contributed substantially to higher education for all sections of our population. In addition, the Group has several schemes through which bursaries and scholarships are granted to the children of employees of all race groups and to candidates from outside the Group.

PROSPECTING

The discovery of further payable ore bodies with the object of establishing additional viable mines continues to be a prime objective, despite the demand made on the Company's resources in the development of its major projects in the mining field.

COMMODITIES

Table of Commodities listing prices for various metals and minerals, including LONDON METAL MARKETS, COPPER, ZINC, and others.

MINING INVESTMENTS

Total coal sales at the Abion and Union Collieries of Anglo-Transvaal Collieries Limited were 5.2% higher than the previous year but owing to increased production costs the excess of income over expenditure resulted in a decrease of R2 000 compared with 1970.

Table of Mining Investments showing associated manganese, consolidated manganese, and Anglo-Transvaal Collieries data.

Gold and uranium mines administered by the Company

Table showing production and financial data for Hartbeestfontein, Zandpan, Virginia, and Loraine mines.

PROSPECTING

The discovery of further payable ore bodies with the object of establishing additional viable mines continues to be a prime objective, despite the demand made on the Company's resources in the development of its major projects in the mining field.

CONCLUSION

In conclusion I would like to record my appreciation of the valuable assistance I have received from the Managing Directors Messrs. B. E. Harrow and R. P. Lapping and my other colleagues on the board. To them, and to the staffs at the Head and London Offices and all Group companies, I express my thanks for their efficient service and loyalty to the Group.

In Zululand Oil from the present 33 1/2 per cent to 53 1/2 per cent and the other participants will reduce their interest proportionately. Soekor also has an option on drilling further two wells to increase its equity interest by an additional 20 per cent unless the other participants contribute their pro rata share to the cost of such further two wells.

INDUSTRIAL INVESTMENTS

In our industrial sphere we have taken a hard look during the last twelve months at the viability of certain industries faced with excessive competition and sustainable only by large capital injections. In several cases we have decided that our money can be better invested in those of our industries which have been firmly established as leaders in their field of operation with opportunities for continued growth.

The consolidated profit before taxation earned by The Associated Manganese Mines of South Africa Limited and its subsidiaries for the year ended 31st December, 1970, was R4 091 000. The ordinary dividend remained at 25 cents per share. Capital expenditure during the year on Ferroalloy, new ferro-chrome plants, and an overall expansion of the Eastern Transvaal amounted to R5 235 000.

Whereas tonnage milled during the year at Hartbeestfontein Gold Mining Company Limited dropped by 6 per cent this was more than compensated by an increase of 12 per cent in the gold recovery grade to 14.16 g/t. This, despite an 8 per cent increase in unit working costs, resulted in a gold output of R3 374 000 and an overall net profit before tax of R5 000 000.

Working profit from gold at Loraine Gold Mines, Limited for the year ended 30th September, 1970 was R449 000. After adding non-mining income of R111 000 and State Assistance of R971 000 and after deducting R204 000 for interest payments the surplus for the year was R1 237 000. Development work is continuing on the local reef. Present results are promising.

Rand Lessee (Vegetrusfontein) Gold Mining Company Limited which was established in 1933 and was the first operating company of the Group, has now had to finally close down. The company is examining the most economic method of realising the remaining assets for the benefit of shareholders.

CONCLUSION

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Table of Financial Notices listing various companies and their financial details, including ELEC HOLDINGS LIMITED and COVENT GARDEN.

Texan loses £23m in one day on Wall Street

By ALAN OSBORN in Washington

MR ROSS PEROT, the Texas millionaire whose money has propped up more than one New York stockbroker firm in the past year, was modestly richer yesterday morning than he was the previous evening—say about £3 million better off.

He might well want to treat such a gain with indifference, however. The previous day his personal wealth, on paper, fell about £23 million.

These hair-raising movements are a consequence of the recent action in the price of Electronic Data Systems, the data-processing company founded and controlled by Mr Perot. On Wednesday the price on the New York Stock Exchange dropped a spectacular 7½ to 5½. It had recovered a part of its loss in very early dealings yesterday. Mr Perot owns just over 7.5 million EDS shares.

EDS's earnings are put at around \$1.00 a share by analysts this year and any company with this price/earnings ratio of over 40 seems bound to fall under suspicion in today's markets. But that still doesn't quite explain a fall of nearly 20 p.c. in a day which has broken a record, muttering again yesterday about the efficiency of the specialists system.



Mr Ross Perot, the Texas dollar millionaire whose company Electronic Data Systems has seen some of Wall Street's most spectacular share movements this year.

The specialists, who are supposed to hold books in shares in order to iron out big swings in price, were apparently caught on the hop a few days ago when an innocuous Wrigley earnings statement knocked 30 plus points off the price to 130 or so.

One possible explanation of the EDS slide is a sale by T. Rowe Price, a big mutual fund complex.

According to reports yesterday, however, the fund had not been a seller recently and maintained over 250,000 shares in EDS. Another factor may have been the start of Congressional hearings in Washington this week on health care plans. The company is important in this field and some have accused it and others of profiteering. The charges, firmly denied by the company's management, might have unsettled somebody's nerve.

MONEY AND EXCHANGES

Sterling gets a boost

ANOTHER sizeable surplus on visible trade account gave sterling a boost. Before the figures the pound was steady at \$2.4825 and \$2.4830, opening at \$2.4825 and closing at \$2.4824. After the figures steady demand from a number of centres took the rate up to close at \$2.4839 with no apparent intervention by the Bank of England. Forward sterling was unchanged on the day.

On the Continent the dollar was also in retreat. The Deutschemark picked up from an opening 3.3517 to the dollar to 3.4455 after several days of relative weakness. The guilden likewise went better from 5.5460 to 5.5402 and the Swiss franc from 3.9980 to 3.9950. Markets

in Paris and Brussels were closed. Gold fell back at the morning fixing 71 cents to \$42.55 an ounce, rallying 6 cents to \$42.61 after lunch. Spot silver was fixed 0.1p higher at 53.5p an ounce and three months forward the same amount at 53.5p.

Overnight money in the inter-bank market rose from an opening level of 3¼ p.c. to 4¼ p.c. around lunchtime before finishing unrelentably.

The discount market had a patchy day with a very small sale of Treasury bills to some houses. An opening rate of 4 p.c. eased to 3½ p.c. around midday, but then tightened up again at the close.

THE FOUND ABROAD

London	124.00-30
Amsterdam	160.00-10
Frankfurt	110.00-10
Paris	110.00-10
Geneva	110.00-10
Basel	110.00-10
Brussels	110.00-10
Stockholm	110.00-10
Copenhagen	110.00-10
Helsinki	110.00-10
Oslo	110.00-10
Norway	110.00-10
Sweden	110.00-10
Denmark	110.00-10
Finland	110.00-10
Italy	110.00-10
Spain	110.00-10
Portugal	110.00-10
Greece	110.00-10
Turkey	110.00-10
India	110.00-10
Japan	110.00-10
South Africa	110.00-10
Canada	110.00-10
USA	110.00-10

OTHER MARKET RATES

1st Ft Dollar	42.05
2nd Ft Dollar	42.01
Close Dollar	42.50

GOLD PRICE

Seven days 4½-5¼
One month 4½-5¼
Six months 4½-5¼

EURO DOLLARS

Seven days 4½-5¼
One month 4½-5¼
Six months 4½-5¼

LOAN RATES

3 m 2nd September, 1971
FINANCE HOUSE RATE:
6 m p.a. from November 1
LOAN:
3 m 4½-5¼
6 m 4½-5¼

BANK BILLS:

Three months 4½-5¼
Six months 4½-5¼

TRADE BILLS:

Three months 4½-5¼
Six months 4½-5¼

LOCAL AUTHORITY LOANS

Two days 4½
One month 4½
Three months 4½

THE QUESTOR COLUMN

Boots has it all laced up

By PETER WELHAM and PETER DUFFY



Sir Ronald Edwards, chairman of Beecham—profits up 20 p.c. but fails to please tax market.

BOOTS had already reported a first-quarter sales increase of 18 p.c. to a 17½ p.c. gain for the six months to September 30 was not totally unexpected.

What sent the share price soaring 12p on a gloomy day was a 30 p.c. increase in pre-tax profits accompanied by an increase in the interim dividend from 7 p.c. to 8 p.c.—with no provisos as to the final. Pre-tax margins have improved from 9.1 p.c. to 10 p.c. which is confirmed by what was becoming apparent in the latter part of last year—that Boots is now back to the levels of profitability existing before its merger with Timothy Whites.

With rationalisation now complete Boots is currently reaping the benefits and these have enabled it to take purchase tax costs off its books. Like Mr. Spencer, Boots was quick to pass on the benefits of SET—and ahead of the event. Unlike Marks, Boots was able to generate a large enough sales increase to avoid damage to margins. Additionally, of course, there is an element of price increases. Its "No. 7" range of cosmetics has been upgraded and there is an absence of rationalisation costs.

Historically Boots' sales have grown at an annual rate of around 7 p.c. In the latter part of last year the sales gain was 19 p.c. and in the first-half of the current year 17½ p.c. Sales are now approaching £500 million and it is quite clear that this rate of progress cannot be maintained for long.

At pre-tax level profits are £13.85 million against £10.7 million and the 30 p.c. pre-tax gain runs straight through to net earnings. Assuming sales manage a 13 p.c. gain in the second half and a further but more modest increase in margins Boots looks to be headed for £30.5 million pre-tax for the year—against £24.9 million—of net earnings of 9.7p and a prospective price/earnings ratio of 21.6 of 22.3. If one accepts that the boom in store shares still has some way to go then Boots are not expensive.

million—still not enough to hold the line. Fischer of course is unlikely to have turned in anything over and above its own interest costs. The problem is that while the potential in re-stating the group in Beecham's image is undeniable, what sort of state will the West German market be in then?

The same goes for America, where the struggle could be more steeply uphill. How rapidly the revamped management team can deal with the problems on the toiletries side remains to be seen, but on past form a year ago, which was not good, leaves the question of demand overhauling a prospective rating probably in the 21 area.

Beecham's pharmaceutical interests face the same problems as Glaxo's but Beecham's strength in America, with considerable medium-term benefits to come from the Massengill merger, provides the firepower to offset the hazards of government hostility.

Glaxo now frankly admits the impact this type of "strong pressure" is having on margins, already hit by rising costs. Substantial sales growth and some contribution from new products are expected—but caution in quantifying the possible increase is induced by the reference to possible slackening demand for Glaxo's bulk products just when new plants are entering production.

But 1970-71's rationalisation and moving costs are out of the way and the heavy capital spending programme is past its peak, already down from £20 million to £18 million in the year to last June, and due to fall to £15 million in 1971-72.

If all this means no progress in earnings terms in the current year, one should not be too surprised—but on the record a price/earnings of 19 at 362, down 9p yesterday, can probably stand that.

Both point the same short-term moral—the life is getting tougher in the major foreign markets. For Beecham, whose share price suffered the loss of 18p to close at 306, the problem is still the United States. Overall sales up by 23 p.c. to £106 million fit in well with usual expectations, but the assurance on margins leaves trading profits only 20 p.c. to the good at £19.3 million. Taking out the £2.1 million interest incurred in the Fischer and Massengill acquisitions puts pre-tax profits ahead by 10p.c. at £17.18 million, not at all the sort of growth the market (ungraciously) has come to expect from Beecham.

Lower down the line the elimination of minorities through the purchase of the remaining Beecham Inc equity puts earnings ahead by 12 p.c. to £9.8 million—still not enough to hold the line.

Actual trading results for the six months to June 30 are modestly disappointing. Sales are down from £1.85 million to

£1.75 million. The profit for the year ended 31st March 1971 was £3,095,000, an increase of 29% on the £2,395,000 of 1970. The profit after tax was £2,395,000, an increase of 27% on the £1,880,000 of 1970.

Net Profit after Tax £2,395,000 (1970: £1,880,000) 27% (1970: 16%).

Ordinary Dividends* 597,793 (1970: 415,777) 16% (1970: 10.07%).

Iss. Ord. Cap. 331,740 (1970: 168,720) 100% (1970: 100%).

*Adjusted for scrip issues. *Quotations granted for ordinary shares.

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C.T. Bowring & Co. Limited

Profit Announcement for the half-year ended 30th June, 1971

The unaudited Consolidated Group Profit for the six months to 30th June 1971 is £5,005,000 compared with £4,494,000 for the six months to 30th June 1970.

6 months ended	
30th June 1971	30th June 1970
Consolidated Group Profit	5,005,000
Interest on 5% Convertible Loan Stock Gross	4,494,000
Taxation, including Tax Equalisation Account transfers	680,000
Minorities—profit attributable	3,814,000
Preference Dividend	1,616,000
Net Profit available for Ordinary Shareholders	2,445,000

Singer & Friedlander Holdings Limited have been acquired since the 30th June 1971, and their unaudited figures for the six months ended 30th June 1971 show profits to be above those for the corresponding period in 1970.

Group profit for the second half of the year is developing very satisfactorily and the Directors anticipate that in the absence of unforeseen circumstances Group Profit for the full year, including Singer & Friedlander Holdings Limited, will justify an increase in the total dividend to be paid in respect of the year to 31st December 1971 on the Ordinary Share Capital as increased by the shares issued in connection with the Slinger acquisition. Accordingly the Directors have resolved that an increased interim dividend at the rate of 14% less income tax on the Ordinary Shares of the Company be declared payable on the 17th December 1971 in respect of the year to 31st December 1971.

Outlook bleak for chemicals

MORE PESSIMISTIC noises emerged from the chemical industry yesterday. The investment outlook was still "sombre," growth sluggish and surplus capacity posing serious international problems. Mr. J. H. Townsend, president of the Chemical Industries Association, reported. The industry had reached the stage where it found itself face to face with serious long-term difficulties over financing its technological development and capacity growth, said Mr. Townsend, who is also an ICI director, at the association's annual meeting in London. Unit costs had been rising at 6 p.c. a year, labour costs were up 15 p.c. last year while price increases had averaged only 5 p.c.

Beecham and Glaxo struggle

NOT SO LONG AGO Beecham and Glaxo alike relied substantially on their strength abroad for their high market ratings. Times are changing—as witness

Glaxo's accounts, not today, and Beecham's half-time figures. Both point the same short-term moral—the life is getting tougher in the major foreign markets.

For Beecham, whose share price suffered the loss of 18p to close at 306, the problem is still the United States. Overall sales up by 23 p.c. to £106 million fit in well with usual expectations, but the assurance on margins leaves trading profits only 20 p.c. to the good at £19.3 million. Taking out the £2.1 million interest incurred in the Fischer and Massengill acquisitions puts pre-tax profits ahead by 10p.c. at £17.18 million, not at all the sort of growth the market (ungraciously) has come to expect from Beecham.

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BRICKHOUSE DUDLEY

MANUFACTURERS AND DISTRIBUTORS OF A COMPLETE RANGE OF ROAD AND INSPECTION MANHOLE COVERS AND FRAMES

Interim Report

Half year to 30.9.71		Half year to 30.9.70		Year to 31.3.71	
Turnover	2,335,000	1,839,000	4,280,000		
Group Profit before Taxation	410,000	231,000	610,000		
Corporation Tax	164,000	68,000	325,000		
Group Profit after Taxation	246,000	163,000	285,000		
Dividends: Interim	15% 22,250	10% 61,500	61,500		
Final			25% 183,750		

I find it extremely gratifying to report that the unaudited profit, before taxation, for the half year to the 30th September, 1971, was £410,000. This shows an increase of some £179,000 or 77% over the corresponding period for the half year to the 30th September, 1970.

Despite the somewhat uncertain economic period we have experienced, the results reflect the continued success of our rationalisation programme. A policy of this nature, however, is dependent upon a strong order book, and as yet we have not felt the impact from the much publicised upsurge in the building industry. At this stage, therefore, I find it difficult to forecast what the current half year's profits will be. The present trend indicates that they should be comparable with those of the first half of the year.

In view of the foregoing, the Board has today decided to announce an Interim Dividend of 15% (against 10% in 1970), to be paid on the 21st December, 1971.

J. Goodridge
Chairman and Managing Director

GROVELAND ROAD, TIPTON, STAFFS.

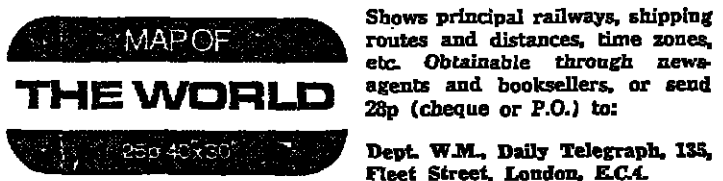
BARCLAYS BANK LIMITED

Extraordinary General Meeting

An Extraordinary General Meeting of Barclays Bank Limited was held on Thursday 11th November 1971 at the Head Office of the Bank, 54 Lombard Street, London, E.C.3.

Mr. John Thomson (the Chairman) presided.

Special Resolutions as set out in the Notice of Meeting were passed to alter the Articles of Association of the Bank.



Shows principal railways, shipping routes and distances, time zones, etc. Obtainable through agents and booksellers, or send 25p (cheque or P.O.) to: Dept. W.M., Daily Telegraph, 133, Fleet Street, London, E.C.4.

CENTRE HOTELS (CRANSTON) LTD.

Year ended 31st March	1971	1970	1969	1965†
Net Profit	£3,095,000	£1,714,000	£325,986	£1,308,000
Net Profit after Tax	£2,395,000	£854,000	£288,122	£4,264,000
Ordinary Dividends*	29%	21.7%	16%	10.07%
Iss. Ord. Cap.	331,740	415,777	331,740	168,720

*Adjusted for scrip issues. †Quotations granted for ordinary shares.

THE CENTRE HOTELS

London: Bloomsbury Centre * Bedford Corner * Ivanhoe * Kenilworth * St. James * Waverley * York * Centre Airport * Thirty Old Kentucky Restaurants

Birmingham: Imperial Centre * New Victoria

Brighton-Hove: Imperial Centre

Dundee: The Sunnyside

Edinburgh: Grosvenor Centre

Hull: Hull Centre

Leeds: The Grosvenor

Manchester: The Grosvenor

Portsmouth: Portsmouth Centre

York: White Swan

Twenty-one Centre restaurants throughout England & Scotland.

Under construction:

Regent Centre, London

West Centre, London

SITUATIONS VACANT

Continued from Preceding Page

MANAGEMENT AND EXECUTIVE

U.S. IMMEDIATELY needed...
DEPARTMENT OF EMPLOYMENT INSPECTORS OF FACTORIES (ELECTRICAL)
The Department's Factory Inspectors require...
WEST AFRICA. A firm of international...
WORKS MANAGER - RUBBER OILS AND FATS...
A BACKGROUND CIVIL ENGINEER...
CONSULTING ENGINEERS
Development Engineer
Senior Designer
Senior Draughtsman
Structural Engineer
Electrical Engineer
Mechanical Engineer
Senior Production Engineer
Food Industry Engineer
Work Study Manager

SCIENTISTS AND TECHNOLOGISTS

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Development Engineer
Senior Designer
Senior Draughtsman
Structural Engineer
Electrical Engineer
Mechanical Engineer
Senior Production Engineer
Food Industry Engineer
Work Study Manager

LADY REPRESENTATIVE

Opportunity to join expanding...
DAVID BRAD & CO. LTD.

REPRESENTATIVE

Applications are invited...
DAVID BRAD & CO. LTD.

LOVING AND GIVING

30 REPRESENTATIVES/AGENTS
required immediately to introduce...

LABORATORY ASSISTANT

required to assist with...
LABORATORY ASSISTANT

TECHNICIAN/JUNIOR TECHNICIAN

required to assist with...
TECHNICIAN/JUNIOR TECHNICIAN

EXPORT SALES REPRESENTATIVE

London based...
EXPORT SALES REPRESENTATIVE

NEW BUSINESS REPRESENTATIVE

required for...
NEW BUSINESS REPRESENTATIVE

SALES ENGINEER

London based...
SALES ENGINEER

PROFESSIONAL SALESMAN

Are you an experienced...
PROFESSIONAL SALESMAN

FEMALE SALES EXECUTIVE

A CAREER OPPORTUNITY...
FEMALE SALES EXECUTIVE

FORK TRUCK SALES

A number of top night...
FORK TRUCK SALES

'LUNDIA' WOODEN SHELVING REPRESENTATIVE

As experienced...
'LUNDIA' WOODEN SHELVING REPRESENTATIVE

AGENTS WANTED

Top men with existing...
AGENTS WANTED

STRUCTURAL STEEL

Engineer required by...
STRUCTURAL STEEL

ELECTRICAL ENGINEER

required by...
ELECTRICAL ENGINEER

MECHANICAL ENGINEER

required by...
MECHANICAL ENGINEER

SENIOR PRODUCTION ENGINEER

to take full control...
SENIOR PRODUCTION ENGINEER

FOOD INDUSTRY ENGINEER

required by...
FOOD INDUSTRY ENGINEER

WORK STUDY MANAGER

required by...
WORK STUDY MANAGER

REPRESENTATIVE

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Work Study Trainees
Wallis
Commencing at £1.110 p.a. with salary review every six months during training, leading to junior management appointments.
Come and join a major company where progress is as fast and as far as your abilities will take you.
We offer:
Full-time training at a Technical College before commencing guided practice at one of our southern factories, followed at a later date by further full time training at college.
Full salary whilst training.
The fringe benefits of a large company.
YOU have to be able to offer:
A good personality.
Mr. Gordon-Smith, Site Personnel Manager, (Meat & Handy Foods) Ltd., Atlas Road, Willesden, London, NW10.

MANAGEMENT ACCOUNTANT NEW ZEALAND
An International Company wishes to appoint a Qualified Accountant to a responsible management position within their accounting department.
Home SALES, EXPORT SALES and COMMERCIAL ENGINEERS
Refrigeration and Air Conditioning
J & E Hall Products, a division of Hall-Thermotank International Ltd.

City of Lincoln
EMPLOYMENT OPPORTUNITIES OFFICER
£3,621 - £4,071 per annum
The City Council intends to appoint an officer to attract employment and to provide a service to the City.
This is an excellent opportunity to specialise in this important field of service, to work in a great historic City and to enjoy the elbow room which Lincolnshire still provides.

Legal Assistant to Group Secretary
ASSOCIATED DAIRIES, LEEDS require a Young Lawyer (Barrister or Solicitor) to join their Secretarial Department.
The Company, which comprises Superstores, Meat Factories and Retail Shops, is growing at an exciting rate and prospects for the future are excellent.

CHIEF PRODUCTION ENGINEER
A leading producer of printed circuit boards of the screen and etch type has invited us to advise on the appointment of a Chief Production Engineer.
Previous experience with P.C.B. production desirable but not essential if otherwise experienced in complex batch engineering production.
Location: Home Counties. Age: 30-48. Salary: £3,500.

ACCOUNTANT
Growing Import Company in London seeks Accountant to take control of all financial aspects including invoicing, credit control, cash flow, inter-company balances, etc.
BANKING
A leading international bank seeks a man (A.I.B. SCOT) with a sound background of current banking experience.

Vertical text on the right edge of the page, including 'Mail General', 'Accountant/Secretary', 'Sales Representative', 'Work Study Trainees', 'City of Lincoln', 'Legal Assistant to Group Secretary', 'CHIEF PRODUCTION ENGINEER', 'ACCOUNTANT', 'BANKING'.

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PA ADVERTISING

REPLIES. Unless otherwise stated, please send comprehensive cover details to the PA Advertising office indicated, quoting the reference number on the envelope. Replies, which should not refer to previous correspondence with PA, will be forwarded direct, unopened and in confidence to the client unless addressed to our Security Manager listing companies to which they may not be sent.

2 Albert Gate
Knightsbridge
London SW1
Tel: 01-235 0060

Chamber of Commerce
House, Harbour Road
Birmingham B15 3DJ
Tel: 021-454 5791

St. James's House
Charlotte Street
Manchester M1 4DZ
Tel: 061-237 4531

14 Manor Place
Edinburgh EH3 7DD
Tel: 031-225 4481

Retail General Manager

£10,000
Hong Kong

GENERAL MANAGEMENT

One of the largest and most successful Hong Kong companies is constructing a prestige retail complex, and requires a General Manager to establish and manage the enterprise. Initially, he will plan design and layout, and negotiate agreements with the international quality houses who will be taking part in this new venture. The management company will then provide a total service—staffing, financial, promotional—under the new man's direction. Ideally in their late 30's, candidates must offer high quality merchandising experience at a senior level in a company using sophisticated planning and controls. Total salary will be in the region of £10,000, and fares for wife and school children will be paid; personal taxation is low. Two year contract on first appointment and prospects are excellent. (London Office: Ref. 1/C2347/DT Retail)

Replies will be forwarded to the Consultant advising on this appointment. Details will not be revealed to the client without prior permission given during a confidential discussion.

General Manager Automatic Turned Parts

Astonia Holdings Limited, a significant force in the Turned Parts Industry, wishes to appoint a General Manager for one of its major subsidiary companies, Leon Repetition Limited, Wood Green, London, N22. The General Manager will have as his prime objective the maximization of profitability and return on capital employed. He will be responsible to the Group Manager of Turned Part Companies and will take over an enthusiastic management team and work force of about 250. Candidates, aged between 30 and 45, will have already proved their ability in a management position of significance in the Turned Parts Industry and should have had experience of both production and financial control. A salary appropriate to the importance of this position will be negotiated and a company car provided. Relocation expenses, if applicable, will also be paid. In the first instance please write briefly or telephone PA Advertising for an application form which will then be forwarded to our client. (London Office: Ref. 2/K7230/DT General)

Financial Control

London
to £5,000

FINANCE AND ACCOUNTANCY

A qualified accountant with practical industrial experience gained at a senior management level is required for an appointment at the corporate centre of a major British public company. The job will entail the financial supervision of a number of the company's U.K. divisions for which rapid expansion is planned. Advanced control systems are already in operation under the direction of divisional chief accountants and the requirement is for a man aged 30-45 with the ability and maturity to make positive contributions to management decisions. Experience of investment appraisals and the further development of financial procedures in a light engineering context would be particularly relevant. The salary will be negotiable up to £5,000 p.a. and a car will be provided. (London Office: Ref. 3/K7228/DT Control)

Accountant/Secretary

£4,500

This is an excellent opportunity to join a public company with overseas subsidiaries. Applicants must be suitably qualified and have good industrial accounting and administrative experience. The successful candidate will be responsible to the Group Chief Accountant for Headquarter's accounting and special projects, and for essential duties and related administrative and legal functions. Location central London. The initial salary will be in the region of £4,500 and the usual benefits will apply. (London Office: Ref. 4/K7229/DT Accountant)



Production Controller

£2,500-£3,750

PRODUCTION

As a result of continued expansion, Ercol Furniture Limited, manufacturers of high quality furniture, wish to appoint a Production Controller for their High Wycombe factories. This is a senior management position and should appeal to those with experience of batch production. It is desirable that candidates should have worked with computer systems and know their problems and potential. Although a degree is desirable, previous experience in production control is more important. It is probable that candidates will be between 30 and 45. The initial salary for the position will be in the region £2,500-£3,750 and fringe benefits include non-contributory pension and life assurance schemes. Where necessary, removal expenses will be paid. Applications, including full career details and current salary, should be addressed to: The Managing Director (PC/DT), Ercol Furniture Limited, London Road, High Wycombe, Bucks.

Works Manager

Double Knit Jersey
up to £3,500

The London based subsidiary of a leading textile group, specialising in high quality Double Knit Jersey supplying fabrics to the domestic and export markets wishes to appoint a Works Manager to take charge of circular and flat machines working on a shift basis. The man appointed will have had wide experience in all aspects of Jersey knitting and will be thoroughly conversant with up-to-date developments from theoretical, technical and practical points of view. Above all he must be able to control staff and operatives, and be able to plan production schedules from the forward allocation of yarns to finished goods. The starting salary will be negotiated according to age, qualifications and experience. (London Office: Ref. 5/C2350/DT Works)

Senior Engineers

Project/Development
up to £3,000

ENGINEERING

Two Engineers are required by the Plastics Division in the South of a large international group. Those appointed will have had wide experience in all aspects of project or development work in medium and heavy engineering, not necessarily in the plastics industry. They must be capable of recognising and analysing problem areas and inefficiencies, and promoting solutions. In the project field he must be capable of assuming full responsibility from inception to commissioning major capital work. Employment conditions are attractive and the starting remuneration is negotiable up to £3,000 p.a. (London Office: Ref. 6/C2348/DT Senior)

Letters, including brief details of experience and current salary and requesting further information and an application form, will be forwarded to our client.

Sales Manager

Hardware
c. £3,000-£3,500 + car

SALES AND MARKETING

A relatively new Company backed up by a sound marketing organisation is setting up sales operations in a variety of consumer products and requires a lively, competent professional to head the function, which, whilst based in London will involve a certain amount of travelling in England, Wales and Scotland. Ideally, the man we require will have had extensive selling experience of a variety of products in the hardware field and should be prepared to provide positive proof of successful selling in a number of product categories coupled with experience of efficiently controlling a small but specialised sales force. This position will be of particular interest to a man who has reached a point in his career where he is ready to take on increased responsibility and the challenge of a new and developing operation within which he would find ample opportunity to develop and display his ability, drive and enthusiasm. He should be a man of positive and sincere personality, aged between 30 and 40. Salary will be between £3,000 and £3,500 plus commission. Conditions of service are excellent and a company car will be provided. Applications should include salaries earned to date and number of staff controlled. (London Office: Ref. 7/H8277/DT Sales)

Sales Engineer

Packaging Machinery

A large and well-known engineering organisation based in Greater Manchester is planning to enter the packaging machinery field. In order to develop this business they require a qualified engineer with substantial experience in the marketing of packaging machinery who now has a position of responsibility and an established reputation in the industry. The successful candidate must possess the energy and resource needed to help establish a new business and show a capability for conceiving solutions to packaging problems and for supervising contracts. He will probably be aged 30-45, and must be prepared to travel extensively in the U.K. and abroad. A working knowledge of German and/or Italian would be advantageous. An attractive salary is offered; a company car and other excellent fringe benefits including assistance with relocation expenses will be provided. (Manchester Office: Ref. 8/D9273/DT Engineer)

Chief Accountant

Up to £3,500

FINANCE AND ACCOUNTANCY

A well-known manufacturer of domestic appliances, itself part of a leading industrial Group, requires a Chief Accountant responsible to the Works Secretary, the successful applicant will be a qualified accountant, preferably aged 30-45, who has had practical experience of standard costing, budgetary and financial control systems and management accounting routines in the light engineering industry. A knowledge of computerised accounting systems is essential. The factory is situated within easy travelling distance of several attractive residential and country areas. Assistance with relocation expenses is available. (London Office: Ref. 9/K7231/DT Chief)

Management Accountant

East Cheshire
£2,500-£2,750

A highly successful and rapidly expanding public company in the packaging industry wishes to appoint a Management Accountant. This important position has been created because of planned growth in this particular location at Altrich. The Management Accountant, aged 25-30, will be a newly qualified ACWA or CA, who can show that he has the ability to apply himself to general management, and will be capable by his leadership and motivation of creating an effective administrative team. He will be responsible to the Company Secretary. The salary will be negotiated in the region of £2,500-£2,750 p.a. according to experience and ability. Fringe benefits include BUPA and pension scheme. (Manchester Office: Ref. 10/D9282/DT Management)

PA Management Consultants Limited

Accounts Section Supervisor

The successful Candidates will be currently earning about £2,000 p.a. and will be in the age range 30-55. He will be responsible to the Chief Accountant for control of our Client's Accounts and production of Management Information. The work involves contact with both Clients and Consulting Staff and requires maturity, tact and accuracy. The Accounts Department is located at the Company's Head Office in Knightsbridge. There is a generous pension scheme, holidays are initially three weeks per year and there are other first class fringe benefits. Please send brief details of relevant experience to: The Chief Accountant, PA Management Consultants Ltd., 2 Albert Gate, Knightsbridge, London SW1X 7JU.

Computer Development Manager

Up to £4,500

MANAGEMENT SERVICES

With its medium sized 380 handling applications in the areas of finance, marketing, production and inventory control, this company in the Home Counties with a multi £m. turnover wishes now to appoint a Computer Development Manager to head up the implementation of further sophisticated systems. The job will require a man with at least 7 years' experience in all aspects of programming, systems and project development and control. Three of these years will have been in a senior supervisory capacity where he has demonstrated not only considerable technical ability but also a knowledge of advanced management skills. (London Office: Ref. 11/C2349/DT Computer)

Replies, including concise details of background, career and salary progression, will be forwarded to the Client through the PA Consultant who is advising on the appointment.



Meat Technologists

RESEARCH AND DEVELOPMENT

Findus Limited, an international leader in the frozen food industry, requires two Meat Technologists to fill vacancies which have arisen in our meat processing development team. The successful applicants will be involved in projects relating to all aspects of process development for our meat products, including the upgrading in efficiency of existing processes and the "turning-in" of new lines. Relevant experience of at least two and five years' respectively in the meat manufacturing industry is essential, and technical qualifications are desirable. The position will be based in Grimsby, but will involve a certain amount of travelling. Please apply in strictest confidence, with details of qualifications, career and salary progression to: The Personnel Officer (Technical), Findus Limited, Humberstone Road, Grimsby, Lincs.

Work in the Sun. with South Africa's largest Construction Group

The Roberts Construction Company (Natal) (Pty) Limited requires

- SENIOR ESTIMATORS - CIVIL
- SENIOR ESTIMATORS - BUILDING
- QUANTITY SURVEYORS
- CIVIL CONTRACTS MANAGERS
- BUILDING CONTRACTS MANAGERS

- * Excellent salaries by negotiation.
- * Group Life Assurance.
- * Pension Fund.
- * 28 days leave per year.
- * Guaranteed 10% yearly bonus in addition to yearly bonus based on Company results.
- * Engagement on immigration basis only.

Please submit a result of your experience and qualifications with your request for an application form to:-

Mr. E. P. Foden, The Roberts Construction Company (Natal) (Pty) Ltd., c/o Moore Stephens & Co., 121 Chesham House, Bucklebury, London, E.C.4.

Technical Sales Representative MARINE FENDERING

The Company, a subsidiary of Firestone Tyre & Rubber Company, FIRESTONE BURLINGHAM MARINE PNEUMATIC FENDERING CO. LTD., is engaged in the design, development and world-wide marketing of Marine Fendering products. Job Specification. The successful applicant will join a highly specialised team engaged in the selling and installation of rubber fendering systems throughout the world. The Man. Applicants should be between 25 and 35 years of age with a Marine background and should hold either a B.O.T. Marine Engineers Certificate or Associate R.I.N.A. Alternatively, qualifications in Mechanical, Structural or Civil Engineering will be considered. The ability to discuss complex technical matters at the highest management level is essential and previous sales experience is desirable. Salary, this will be commensurate with applicant's experience and ability and the position carries a company car. Applicants should write, with full details of career to date to:- Staff Personnel Manager, Firestone Tyre & Rubber Co. Ltd., Great West Road, Brentford, Middlesex.

Firestone Burlingham

Are you a Salesman?

We are looking for Salesmen on a very High Commission Basis to sell the Fabulous new Firestone Car Care Products to Garage, Dressing Stores, Petrol Stations and Industry for following areas: Greater London, Yorkshire, Birmingham, Manchester, Southern England. Established Accounts already in the area, extensive training given. Earnings in excess of £10,000 p.a. for good prospects exist at Home and Abroad for 'right men'. Please write in confidence to:- CONTINENTAL CHEMICALS LTD., Birchill Road, Kirkby Trading Estate, Liverpool L33 7TD. Tel: 051-546 2845.

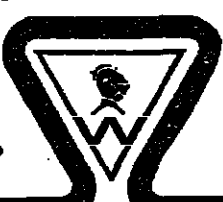
CHIEF ENGINEER FOUNDRY INDUSTRY

c. £3,500 p.a.
+ CAR

Our client is a leading company in the Foundry Industry which wishes to appoint a Chief Engineer for its new automated foundry in Yorks. The job will involve the commissioning of new plant, control of budgeted costs, implementation of planned maintenance and spare policies, plus all the other engineering problems expected in a new up-to-date plant. Candidates (min. age 35) will be graduates with automated experience in Foundry or other heavy engineering. Particularly we are looking for men with management as well as technical ability. Starting salary c. £3,500 p.a. plus company car provided and the usual fringe benefits. Apply for application form quoting reference 71/42 to: Mr. J. H. Howitt, Knight Wegenstein Limited, Executive Recruitment Division, 75, Mosley Street, Manchester, M2 3JR (Telephone: 061-228 1353).

KNIGHT WEGENSTEIN LTD EXECUTIVE RECRUITMENT DIVISION

MANCHESTER - LONDON - STURGEON - DUNDEE - CHICAGO



MARKETING MANAGER

An ambitious and energetic man is required who is prepared to accept a challenge and career growth opportunities. He will be aged 30-45 years and experienced in the Animal Health and/or Animal Feed Additives or Compounding Industries in responsible Marketing or Sales positions. Based at Godalming, he will be expected to travel within the U.K. and Europe and ideally would have a working knowledge of French or German. A technical qualification would be an advantage. A competitive salary will be paid in accordance with age, qualifications and experience and there is a contributory pension scheme. Please write to: Mr. B. K. Johnson, Personnel Manager, THOMAS FETTER & Co. Ltd., Cateshall Lane, Godalming, Surrey.

FIRST NATIONAL CITY BANK

Clerical Work Analysts

to work in their Cost and Production Analysis Department. They will assist in the maintenance of clerical work standards and in the future development of the programme, e.g. standard costing, manpower budgetary techniques, etc. Age 21-25 with academic ability of at least 'A' level standard. Some previous experience of clerical work measurement is necessary. Salary according to age and experience. Benefits include annual salary review, 3 weeks holiday, restaurant, private hospital insurance, free pension and low cost house purchase scheme. Write now with brief details to: Staff Manager, FIRST NATIONAL CITY BANK, 24 Moorgate, London EC2. Quoting Ref. CPA/DRB

West London c.£3,500

MANAGEMENT ACCOUNTANT

An engineering company, manufacturing and distributing specialised machinery, with international connections and a turnover of £4m., requires a qualified accountant, preferably chartered, who will be responsible to the Financial Director for the entire accounting function including full responsibility for the organisation and control of accounting procedures. Aged 30 to 40, he should have several years practical experience of standard costing, budgetary control and cash forecasting. Salary will be negotiated on the basis of experience and proven record with, in addition, a car and usual fringe benefits. Brief but comprehensive details of your career, which will be treated in strict confidence, but will be passed to our client unless you receive specific instructions to the contrary, should be sent to MD910, Executive Selection Division. Coopers & Lybrand Limited, Management Consultants, Abacus House, Gurnax Lane, London, E.C.2.

FOR TOP AMERICAN OR BRITISH MARKETING EXECUTIVES

Opening as

AREA MANAGER

of U.K., U.S.A. and Canada with major international manufacturer of food products. Interviews by appointment in London. Please write with preferred date for interview to: BOUINNE-FUNCK AND CIE, 121, Rue de la Pompe - (75) Paris 16ème France.

PRODUCTION CONSULTANT

Birmingham based Company engaged in light engineering and die casting urgently wish to increase output and efficiency. For this reason a gentleman is required who will be able to take over consultancy work for a short period. Qualification must be previous experience of managing or controlling a factory and preferably with some consultancy experience. A high salary will be paid for a short term engagement. Please apply giving full details to: P.C.18714, Daily Telegraph, E.C.4.

ROCHE

BIO-ELECTRONIC SALES ENGINEER

This major Swiss based pharmaceutical and chemical group now has a substantial interest in the bio-medical electronic field. Recently a sales team was established, but with the promotion of one of these men to organise and manage our new Service Section, we are now seeking a replacement for him in Southern England. Men between 25/35 years of age with a thorough knowledge of the market, either from the Company side or the consumer side, are invited to apply for this position. Selling experience in the medical electronic or other electronic field would be an advantage but is not essential. Salaries and other Conditions of Service would be as expected for a job in a major international company. Please apply in writing, quoting reference O/DT, to Mr. B. Cheyne, Personnel Officer, at:

ROCHE PRODUCTS LIMITED
15 MANCHESTER SQUARE LONDON W1M 6AP

Smedley's

O and M Manager

We wish to recruit an experienced man to manage the existing O and M Section of the Management Services Department. The Department is currently involved in a wide range of assignments, including the implementation of a computer based management information system. The successful applicant is likely to be 30-40 years of age, have a good academic background with at least five years' relevant O and M managerial experience. He will be responsible for the design, documentation, implementation and maintenance of O and M and related computer based systems. Experience of Clerical Work Measurement and Appraisal schemes is essential. The Company is situated in a rural setting in Surrey and is one of the leading frozen food and canning companies in the U.K. It is also a member of the Imperial Tobacco Group of Companies, thus affording first-class career opportunities in a variety of industries and applications. Write in confidence to: The Personnel and Training Manager, Smedley's Ltd., Whyteleafe, Surrey CR3 0YH.

The continuing success of SCM copiers, and the expansionary policy we follow, calls for the appointment of more:-

TERRITORY SALESMEN

Selling experience is essential, but not necessarily in our particular market as full product training will be given. An on target performance will guarantee a salary of up to £5,000 p.a. Central London and Hertfordshire are the areas where the current opportunities lie. Remuneration in all cases is by basic salary plus commission, and company cars are provided. Call 01-529 0821 and call yourself to David Olley, Southern Regional Manager, or write to:-

SCM (United Kingdom) Ltd., 248/250, Tottenham Court Road, London, W1P 0EE.

INTERNATIONAL TAX ACCOUNTANT

is required for Chrysler International's London Headquarters at Bowater House in Knightsbridge. This position is responsible to the Taxation Analysis and Planning Manager and the successful applicant will be involved in a wide range of work related to tax compliance, planning and the administration of taxation affairs for Chrysler International worldwide. Essential requirements for this position are an accountancy qualification, preferably ACCA, with corporate taxation experience. Knowledge of French would be desirable. The appointment offers a good salary and fringe benefits and excellent career opportunities. Write, giving details of age, experience and present salary, to Mr. M. J. Stylianides, Manager, Personnel Administration, Bowater House, 88, Knightsbridge, London, S.W.1.

CHRYSLER INTERNATIONAL S.A.

MARINE REINSURANCE

Sedgwick, Collins & Co. Ltd. are seeking a skilled technician who is fully capable of analysing problems and preparing treaty wordings. This position has arisen due to continuing expansion and only experienced applicants who are at present earning in the region of £2000-£3000+ are likely to be suitable.

Applications in confidence to: F. W. Sedgwick (Staff Manager), SEDGWICK, COLLINS & CO. LIMITED, Regis House, 61/62 King William Street, London EC4A 3AP. 01-432 3000

MANAGER

A Manager is required for a Distribution Depot based at High Wycombe, Buckinghamshire. This will be the major Southern region distribution depot for a national company covering the area south of a line from King's Lynn to Pembroke. Anticipated staff of 14 warehousemen, drivers, etc. operating a 10,000 square feet warehouse. The successful applicant will have proven experience in running a depot handling non-durable consumer products and should be fully conversant with the current transport regulations. Preferred age 25 to 45. Salary up to £2,500 per annum, use of company car three weeks' holiday, contributory pension scheme and P.A. cover. Apply in writing to: A.M.18724, Daily Telegraph, E.C.4.

Calling an Outstanding PROMOTIONS MANAGER

We are a major London advertising agency. We want a man to head up our Merchandising & Sales Promotion operation who is already in a senior position in a marketing company or agency and who measures up to the following criteria:

The Job

The agency's below-the-line involvement is almost exclusively in the grocery field and a real in-depth knowledge of the trade is required. The successful applicant will be expected to have dealt personally with the key figures of the major multiples and chains, to have a record of proven success in the field and to know what makes an effective promotion from the standpoint of the brand, the trade, the sales force and the consumer. The job calls for a high degree of administrative and negotiating ability as well as a creative flair which will add an extra dimension in the marketplace. Close liaison with the Account Groups and a creative specialist is a feature of the operation.

The Environment

The agency has a reputation for pragmatic marketing ability allied to creativity. It is also a highly stimulating place to work where everybody is totally committed to what they are doing. The clients we serve include some of the most famous names in packaged goods and the disciplines we apply match those of the most sophisticated marketers in the country. The man we are looking for must be able to deal, on his own, with senior client personnel of exceptional calibre.

The Man

This job requires a man of real stature and ability. Please don't waste our time and your own unless you are confident you can match the above specification. It is likely that you are 30-35 with sales experience. Salary will be commensurate with the importance of the post and your experience.

If you are confident, then write without delay to C.A.18728, Daily Telegraph, E.C.4.

Manager - Shipping and Forwarding Agency £3,000

A medium sized financial group based in the City of London will be appointing a manager to take responsibility for the establishment and development of a shipping and forwarding agency.

The successful applicant will probably be aged between 25 and 35 and fully experienced in all aspects of shipping and forwarding services. He must be capable of handling any shipping needs including selection of routes and services, space booking, documentation and accounting services.

Whilst the group's existing efforts will make use of the service the manager will be expected to produce business. He should be able to demonstrate initiative, creative thinking and management in his work to date.

The position is based in the City but will involve some travelling in this country and possibly overseas. The starting salary will be around £3000 per annum and could be higher for a successful applicant with special experience and ability. There are a number of fringe benefits and the salary will be frequently reviewed so as to properly reflect the manager's contribution to the success of the enterprise.

Please apply in writing in the first instance, giving full details of career to date and showing how the various requirements are met to:-

R. W. Hogland, Ref 4049/DY Whites Recruitment Ltd., 72 Fleet Street, London EC4Y 1JS

If there are any companies to whom your application should not be forwarded please advise in a covering letter.

MARKETING MANAGER £3,500 +

This is a new and challenging appointment for a private company situated in the North Midlands, and who are leaders in the extrusion and plastic moulding fields.

The Marketing Manager will be responsible to the Managing Director for expanding business in the U.K. in the building and electrical industries. Initially, he will be involved in the field, assessing the market, advising the company on new areas of business, launching and merchandising of the company's own products. The ideal candidate will be holding a senior position in industry, currently earning around £3,000, and have a proven record of success in sales management. Technical knowledge and a language would be an advantage. Initial salary will be around £3,500 + car. Preferred age 30-40.

Nothing will be disclosed to our clients until permission is given by candidates. Please write briefly, quoting Reference Number 4988 to:-

Ashley Associates Ltd PETER HOUSE, MANCHESTER M1 5BB and at 46 St. James's Place, London S.W.1.

P.A. TO MANAGING DIRECTOR SALES

This is a challenging appointment to join a vigorous Private Company in the Midlands, marketing a wide range of printed cartons to a wide range of industries.

Reporting to the Managing Director, the ideal candidate will be earning not less than £2,750. He will have a proven record of success in selling, packaging to industry. Technical and Management experience would be definite advantage. Preferred age 30's. The Company operates the usual fringe benefits including a Company car.

Nothing will be disclosed to our clients until permission is given by candidates. Please write briefly, quoting Reference Number 5006 to:-

Ashley Associates Ltd PETER HOUSE, MANCHESTER M1 5BB and at 46 St. James's Place, London S.W.1.

Leslie Coulthard Management

Brettenham House, 14 Lancaster Place, London WC2. Telephone 01-240 1605
Personnel and Management Consultants

Unless otherwise stated all replies (quoting the reference) should contain brief career details and will be handled in confidence by a consultant.

Chief Vessel Engineer c £4,000

A large and highly successful contractor to the chemical industry is to appoint a Chief Vessel Engineer. The vessel department carries out mechanical and thermal design of vessels and heat exchangers for a variety of processes. The Department also designs the cooling towers, fired heaters, tanks, boilers and columns for fabrication and construction throughout the world. Candidates with a minimum of 10 years' design experience in this field should come from a contractor or equipment supplier, and be qualified as chartered engineers or graduates. Detailed knowledge of the use of computers in design would be advantageous. The initial salary will be in the order of £4,000 with excellent large company benefits. The appointment is based in the South of England. Ref. CV/355/DY

Machinery Engineer c £3,500

A major chemical engineering company with an excellent growth record is looking for a Machinery Engineer to take complete control of a group of large contracts. He will be responsible for the specification, selection, integration, testing and commissioning of compressors, pumps and drivers for chemical plants. In his first few months with the company he will be expected to spend some time in North Africa on an existing contract to familiarise himself with the operation before taking a permanent base at the company's head office in the South. This is an excellent opportunity for an independent-minded engineer in his early 30's, to gain international experience in machinery with a large sophisticated company. Candidates must be chartered engineers or preferably graduates who have ideally worked with a compressor manufacturer before. Ref. ME/354/DY

for Marley Foam Limited

Works Manager

This is a senior appointment for an experienced man who can show evidence of a successful record in production management in a labour intensified industry.

He will be responsible to the General Manager for all Production Departments at Marley Foam, and be expected to meet production targets, control costs and maintain our existing good labour relations.

It is unlikely that anyone less than 35 years of age will have sufficient experience for this very exciting position, which offers prospects of further advancement if our requirements are successfully fulfilled.



A competitive salary will be paid, reviewed annually, and the Company offers fringe benefits in keeping with the best industrial practice. Write, giving details of age, qualifications, career to date and salaries earned, to:-

The Staff Executive, Marley Tile Co. Limited, London Rd, Riverhead, Sevenoaks, Kent



AMBITIOUS YOUNG MEN IN BANKING

with Part 1 Institute of Bankers Examination

You would like to have the opportunity of more challenge and experience now rather than 2-3 years hence. At this new international Bank, created by the merger of Lloyds Bank Europe and the Bank of London & South America, a substantial expansion programme is being implemented. Backed by the resources of Lloyds Bank and the Mellon National Bank, and with a network of branches in Western Europe and Latin America, we are rapidly extending our range of financial services in the area of world banking.

A realistic salary is offered which recognises your experience and ability.
* £252 London Allowance.
* Free Lunches in Staff Restaurant.
* Minimum of 3 weeks holiday plus 6 half days per annum.
* Sports and Social facilities.
* Christmas Bonus scheme (although not contractual it has been recent practice to pay this annually).
Don't miss out—come and talk about prospects and opportunities at our City Office.
Please write or telephone: J. G. Green,

IBI LLOYDS & BOLSA International Bank Limited
40-46 Queen Victoria Street, London EC4
Tel: 01-248 9822 Exts. 233, 6058, 6069

REPRESENTATIVES

Britain's largest Finance House is increasing its sales force and has vacancies in various parts of the United Kingdom for additional New Business Representatives. (Greater London, Yorkshire, Lancashire, Midlands, Glasgow, Portsmouth, Oxford).

Applications are invited from men aged 24-35 of good education, personality and appearance, capable of negotiating at all levels. Previous experience in Banking/Finance is desirable but not essential; the principal requirement being the ability and confidence to 'sell'.

A Company car is provided—four weeks' holiday non-contributory pension, free life assurance.
Please write for application form to Douglas Atkins, Group Personnel Services, United Dominions Trust Limited, 51, Eastcheap, London, E.C.3.



SALES MANAGER for Leading Manufacturer of Steel Clothes Lockers

We require an exceptional Sales Manager to be responsible to the Sales Director for expansion and development of sales potential, and must have held a senior sales position. Salary and bonus expected to be in excess of £10,000. Company car. Removal expenses to Bury St. Edmunds. Apply in writing to: Mr. J. E. Hovess, Sales Director, W. E. Fawcett & Co. Ltd., Northern Way, Bury St. Edmunds, Suffolk.

Rocla Pipes Limited

ASSISTANT WORKS MANAGER £2,500 P.A. PLUS BONUS AND CAR

Rocla Pipes Limited, leading international manufacturers of concrete pipes, require an Assistant Works Manager for their factory at St. Helens (Lancs).

The person appointed will be responsible for the manufacturing activities and labour relations of the company in St. Helens, supervising a work force of 120.
The man appointed will have had a wide range of production or construction site experience with a record of good industrial relations and responsibility for control of at least 50 employees. He will be aged between 35 and 45, be toughminded with a flair for handling men.

Write briefly in complete confidence quoting ref. SR/23 to IARC, 57 Marylebone High St., London, W1M 3AE

LEVERTON CATERPILLAR DEALER

require two experienced LIFT TRUCK REPRESENTATIVES

to sell CATERPILLAR Lift Trucks in 1. East Lancashire. 2. Herts., Beds., Bucks., parts of Northants and Midlands, and London (N. and E.C. Postal Districts).

The successful applicants must be capable of developing all markets for 2,000 to 60,000 lbs. capacity trucks with electric, Diesel and L.P.G. Power.
Basic salary negotiable according to experience and demonstrated ability. Commission paid with high potential from good product availability. Car provided and expenses allowed.
This is an excellent opportunity for high performance, self motivated men to pursue rewarding careers with this rapidly expanding company.
Applications, giving full career details in strict confidence to:-
W. W. Waller, Marketing Truck Division, Leverton & Co. Ltd., Maidenhead Road, WINDSOR, SL4 5HH, Berks.

SALES CONSULTANTS

We are looking for experienced salesmen to act as Sales Consultants for London and the Home Counties. Experience of or interest in the Hair Replacement field will be an advantage but not essential. Applicants should be aged between 25-45, with sound sales experience and ability. Our present Sales Consultants are earning in the region of £5,000 per annum. For further information telephone or write to: Hair Replacement House, 282 Regent Street, London W1. Tel. 01-437 5616

OPERATIONS MANAGER (Company Manager Designate)

The appointment of an Operations Manager is contemplated by Johannesburg Consolidated Investments Company Ltd. on behalf of one of its subsidiary companies Andor (Pty) Limited which undertakes substantial contracts on a national basis in the building industry in the specialised field of ERECTING OFFICE PARTITIONS AND SUSPENDED CEILINGS. This will be a senior position, and applicants should meet the following requirements, which should be viewed in the light of a permanent position with this major South African Group of Companies:—

Preferably between 35-40 years of age.

A professional or technical background, preferably Quantity Surveyor—have a favourable record of achievement in this field.

Experience in the modern aspects of contract management as related to major building or engineering projects.

Duties will require the applicant to design, promote and market the company's products, to foster amicable relations with the profession and contractors, and to practise a firm but friendly understanding and control in the motivation of the labour force under his charge.

He will be hardworking, progressive, enthusiastic and above all, have the necessary initiative to give full effect to the companies requirements in regard to this appointment.

In return for the above a generous salary will be negotiated, full use of a company car, compulsory medical aid and optional Pension Scheme. Cost of removal to South Africa will be paid by client.

EXECUTIVE SERVICES (PTY) LTD., c/o SPS Executives, 7, Manor Street, London, W1R 9HH. Tel. 01-493 1846 (Ansafoe Evenings).

Wales Tourist Board EDITORIAL OFFICER

THE WALES TOURIST BOARD wishes to appoint an Editorial Officer with creative ability and a natural flair for writing to work on publications, advertising, editorial features and publicity.

THE JOB ENTAILS creative writing in all aspects of tourism publicity and includes: initiating facts, compiling information, copy preparation, proof reading and editing. The Editorial Officer will join an enthusiastic and highly professional publicity team engaged in all forms of communication and will be required to advise on all copy themes and literary styles.

QUALIFICATIONS: The successful applicant will be aged 23 to 40 years, will have a good background knowledge of Wales and will probably be employed currently in publishing, journalism or advertising.

SALARY will depend on qualifications and previous experience, within the scale of £2,236-£2,730. A car mileage allowance and approved expenses will be payable. The post is superannuable.

APPLICANTS are invited to write in confidence giving brief details of age, education, qualifications, jobs held and present salary to:

Chief Executive, Wales Tourist Board, Welcome House, High Street, Llandaff, Cardiff, CF5 2YZ.

Personnel Manager £2,500 Merthyr, S. Wales

A large toy manufacturing company has an immediate vacancy for a Personnel Manager at one of its production units.

The candidate will:
* Be around 28 to 35 years of age.
* Hold a university degree and/or Associate Membership of the Institute of Personnel Management.
* Have around four years' experience in Personnel Management preferably in a production environment in the engineering industry. He must have held a responsible position for at least two years and his experience must include industrial relations.

The position: The selected applicant will be responsible to the Site General Manager for the whole of the Personnel Function at a production unit employing approximately 800 staff and works employees. He will be personally involved in Trade Union negotiations.

An attractive salary will be paid together with excellent conditions of employment.

Please apply in writing giving full details of age, education and career to date, to:-

Mr. E. G. A. Poku, Divisional Personnel Manager, Triang Pedagog (1971) Limited, Morden Road, Merton, London, S.W.19.



QUANTITY SURVEYOR

is required to join a small professional team based in London under the direction of a Chartered Quantity Surveyor.

Applicants should be R.I.C.S. Intermediate standard; in their early 20's and interested in all aspects of quantity surveying.

The salary will be commensurate with ability and experience.

Please write, giving details of qualifications and experience to S.R.18720, Daily Telegraph, E.C.4.

METALIFE MOLECULAR BELZONA

BUILD YOUR OWN BUSINESS WITH LITTLE OR NO CAPITAL

Up to now it has been virtually impossible but with the advent of MOLECULAR CONSERVATION LIMITED'S exclusive Distributor scheme you can build up a business without investing capital, which can eventually become a capital asset.
We give you an exclusive territory, continuous sales and product training, sales promotion, technical and research backing, credit control, invoicing, and products with 17 years experience behind them and high repeat value rapidly.
What we require is your creative sales ability and time, for the marketing of our range of proven Molecular Products to every type and size of industry.
Find out more about this proven way to build a business—write to C. Colclough, Marketing Director, MOLECULAR CONSERVATION LIMITED, IDEP, DTC, 38, Harrogate, Yorkshire, or telephone Harrogate 6741.

Property Development Manager (MANAGING DIRECTOR DESIGNATE)

An international construction group, in extending its policy of diversification, is to appoint a Development Manager who, in the long term, will become Managing Director of the development company. In this capacity he will be fully responsible for developments throughout the U.K. working from either London or the Midlands.

Considerable scope for personal career development is therefore available to a property developer who must be a self starter wishing to increase his experience as an entrepreneur by extending profitably the group's development activities.

This key appointment requires a chartered surveyor in the age range 30-40 whose subsequent commercial experience has included general property development, promotion of joint ventures and liaison with finance houses and other development companies.

The salary and conditions offered, which will include participation in an incentive bonus scheme, will reflect the importance attached to the post.

Please send details of age, experience and qualifications to:

The Group Training and Personnel Manager, The Mitchell Construction Kinneair Moodie Group Ltd., Wharf Works, Peterborough.

Mitchell Construction Kinneair Moodie Group

PROJECT ENGINEER

GAF (Great Britain) Limited, is the expanding U.K. member of a large international group specialising in reprographic products. The company is currently moving its administration and manufacturing facilities to a modern new plant at Colnbrook, near Slough, Bucks.

From this growth, the opportunity has arisen for an Engineer to join our project engineering team. He will be responsible for a variety of projects involving the purchase of new plant and relocation of existing plant. There is currently a major programme of improving and re-equipment projects to convert the successful candidate will probably be qualified to I.M.C. (mechanical or production standard) and must have had some experience in the paper coating and converting industry. More important, is the ability to use initiative in developing the projects whilst liaising with all levels of management.

If you welcome the challenge of contributing to the development of an expanding company, we would like to hear from you. A starting salary of up to £2250 is offered. Initially you will be based at Camberwell, London, S.E.6 but you should be prepared to relocate to Colnbrook, near Slough in 1972.

Write in the first instance with details of your career to date to:

R. A. Pocock, Personnel Officer, GAF (Great Britain) Ltd., P. O. Box 98, Valmar Road, Camberwell, S.E.5.

SERVICE MANAGER

SYD. ABRAMS LTD., Vauxhall/Bedford main dealers, situated a mile from the centre of Manchester, require a Service Manager. The Service Department is a profitable operation with extensive car and commercial repair facilities and also considerable space for further development.

The Manager appointed will initially be responsible to a Director of the Company for the efficient operation of the Service Department and for implementing its further profitable expansion. Applications are invited from individuals with previous service management experience of some relevant experience and particularly from those already earning in excess of £3,000 p.a. This is an unusual opportunity to join a young and energetic management team and future prospects are excellent.

The successful candidate will command a high level of remuneration and will have the use of a Company car and the other benefits usual with a senior appointment. Please apply in writing, giving details of age and experience, to:-

W. G. Browning, A.C.A., Director, Syd. Abrams Limited, Watford Road, Manchester, M6 8BU.

ASSISTANT CHIEF BUYER

Applications are invited for this appointment with an expanding organisation engaged in the design and manufacture of vessels and mechanical and electronic equipment.

Applicants should be between 30-45 years and must have several years experience in engineering buying, have sound commercial background, and possess drive and initiative. To be capable of controlling a small buying section and to deputise for the Chief Buyer.

Please write giving full details of career, experience, education, present salary and age to:-

Chief Buyer, BURNETT & BOLFE LIMITED, 0ff Commissioners Road, Strood, Rochester, Kent.

MANAGER—PIPEWORK CONTRACTING

An Engineering Group offering a wide range of services requires a Manager for its London-based Pipework Company. This is a senior position responsible to the Board and the successful applicant will be solely accountable for the operations of a Division which has a direct labour force of approximately fifty men and associated sales, contract and administrative staff.

Practical experience of the industry is essential and preferably previous management experience in a senior position. Preferred age range 35-45 years. An appropriate salary will be negotiated and a company car provided. Four weeks' annual holiday and good pension scheme.

Please write, with brief details of career to date, to M.P.18728, Daily Telegraph, E.C.4.

Handwritten note: J.P. 1/50

Opportunities in European Packaging Development

Avon has a history of growth and success throughout Europe, operating from eight subsidiaries. To expand even further our new European Marketing Centre opens in London in January.

A key factor in our European success is quality packaging. This will be the responsibility of our new European Packaging Development Department. Their challenge is the development of 200 new products a year, from conception to final production. This will involve working with design studios; establishing and maintaining control systems; interpreting legal implications; negotiating with suppliers and the subsidiaries on development problems.

We need enthusiastic and ambitious men/women, aged between 25-35 of graduate calibre with three years' experience in packaging development, brand management or purchasing. Fluency in either Italian, French or German will be essential for some of the positions.

The salary and non-contributory benefits will be of the level associated with a major international company. There will be some opportunity for European travel.

Please telephone (0604 34722 Ext 241) for a confidential discussion with John Crozier or write giving details of education and career to date to:

Avon Overseas Ltd.,
c/o Personnel Department,
Avon Cosmetics Ltd.,
Nunn Mills Road, Northampton.



Medical Representatives

Syntex Pharmaceuticals Limited is the U.K. subsidiary of the internationally based Syntex Corporation, one of the world leaders in pharmaceutical research and one of the fastest growing companies in the industry. Already established in most areas of the U.K. we are now expanding.

This year we have launched two unique products in important and interesting fields of medicine and plans are now being made for further new product introductions.

We are looking for successful Medical Representatives with established contacts who are prepared to work hard and help to form a dynamic Sales Team. In addition we will consider those wishing to begin a career in the industry who have the appropriate medical or scientific background. We wish to appoint Representatives for the following territories:

N.W. & West London
Sussex
S. Essex
S. West Wales

Northumberland, Cumberland, Tyneside
N. Glasgow & Stirling
S. Glasgow & Ayrshire
Durham, Teesside & N. Yorks.
Warwickshire & South Worcestershire
Shropshire & North Worcestershire

With Syntex you will have the opportunity to increase your present income substantially. Starting salaries will be generous and reviewed annually. Subsidised BUPA membership and non-contributory pension scheme, together with full expenses and a company car make the positions very attractive.

In the first instance please apply to

The Personnel Manager,
Syntex Pharmaceuticals Limited,
St. Ives House, Maidenhead, Berks.
Tel: Maidenhead 28424.

GMC began manufacturing and marketing the KeyProcessing computer-controlled data entry system in January 1970 and is now established as a leading supplier in this rapidly growing section of the computer industry.

Purchasing and Material Control Manager

Salary up to £3,500

The chosen candidate for this key position will be a successful OEM purchasing negotiator, preferably in the field of electronic and electro-mechanical components, and will have demonstrated his ability to organise and control effectively purchasing and material control functions, including new material and sub-assembly production stores.

He will be responsible for a 7-figure budget, liaise closely with our American parent company and its overseas subsidiaries, and will be based at our Hemel Hempstead headquarters.

Membership of the Institute of Purchasing would be an advantage. Salary up to £3,500 or even higher for outstanding candidate.

Contact Mrs Mary Howe

GMC Computer Machinery Company Limited
Maxted Close
Hemel Hempstead Hertfordshire
Telephone 0442 61265

MARKETING EXECUTIVE

ring for a challenging phase of expansion modernisation, we are looking for an Executive Officer to be responsible for the marketing of the Company.

Marketing Executive will be directly responsible to the Managing Director for identifying improvements in the whole of passenger services, including schedules, and ancillary services on trains and at stations.

He will also be concerned with establishing long-term plans to meet identified requirements of travelling public and with ensuring that plans are properly promoted and carried out. Duties for the job include enthusiastic sales, analytical skills and promotional work. A marketing background is essential, and experience in transportation would be an advantage.

Salary in the region of £5,000-£5,250.

Applications (in confidence) on or before 28th November, 1971, should be addressed to:

Hugh Waring, MCIT,
Managing Director,
Northern Ireland Railways Company Limited,
1, York Road, BELFAST, BT15 1NG.

SURFACE COATINGS AREA SALES MANAGER

Area Sales Manager will be responsible for the sale of surface coatings in the U.K. and Ireland. He will be required to establish and maintain a sales network, develop new products, and ensure that the company's reputation for quality and reliability is maintained.

He will also be responsible for the management of the sales team and for the development of new products. A minimum of 5 years' experience in surface coatings is essential.

Salary: £4,000-£5,000 p.a. (Salary and Commission).

Applications should be sent to: **GREENAVES LABELS LTD.**,
1, Telford Street, London, E.C.2.
Tel: 01-253 7551.

GREENAVES LABELS LTD.
1, Telford Street, London, E.C.2.
Tel: 01-253 7551.

AK ADVERTISING AUSTIN KNIGHT LIMITED

LONDON 01-487 8261 BIRMINGHAM 021-454 7351 MANCHESTER 061-228 1488 GLASGOW 041-248 6171

Site Manager (Building)

£3,500 + Car

We are a member of the Group of Companies operating nationally in the contract industry, and we are now poised to enter on a large scale in the Home Improvements field. We are therefore currently seeking an energetic professional to take charge of a substantial site located in the North East.

The successful candidate will possess proven experience in controlling large scale domestic house building operations in excess of £2m and he will need to convince us of his ability to work successfully to agreed completion dates within clearly defined budgeted cost limits. He would need to be fully familiar with productivity payment schemes and should possess practical experience of trade union site agreements. For the right man this appointment could be a career opportunity in a new growth industry. It is unlikely that particular experience we seek will be offered by applicants under the age of 32 years.

Commencing salary negotiable in excess of £3,500 p.a. Company car provided. Relocation expenses for married men. All usual benefits associated with a large organisation are offered.

Please apply in strict confidence stating briefly experience, with age and current earnings to: Position No. AKS 2989 Austin Knight Limited, London W1A 1DS. Applications will be forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Position Number Supervisor.

Senior Production Engineer

Food Processing

We require a qualified experienced man aged around 28-30 for the Engineering and Construction Division, initially to be located at our offices in Watford, Herts, but moving in about twelve months' time to Head Office at Hayes Park, Middlesex.

He will be responsible for supervision of the optimum design of food processing plant from raw material through manufacturing and filling to sterilisation and packaging operations. Candidates should preferably possess a degree in chemical engineering or food technology, with three to five years' experience with a food processor or food equipment manufacturer. Those with other qualifications may be considered if chemical engineering experience is relevant.

Conditions of employment are those of a large progressive company and assistance in relocation may be given if necessary. Please write, giving brief career résumé and quoting current salary to: Manager—Personnel Services, H. J. Heinz Company Ltd., Hayes Park, Hayes, Middlesex.

Sales Project Engineer

Numerical Control

The builders of ACRAMATIC Control Systems have openings for technically qualified Sales Engineers with good commercial experience in the sale of advanced Numerical Control Systems. The position requires a man capable of assuming the responsibility for customer contact at all levels of management and negotiating favourable commercial contracts. Some travel in Western Europe is involved, so a knowledge of German and/or French would be an advantage.

The suitable candidate should have the equivalent of H.N.C. in Electronic Engineering, with a sound knowledge of servo systems. Experience on numerical control systems would be an advantage. Successful experience in Numerical Controls Sales is a requirement.

The location is just north of London in Bedfordshire. Applications in writing should be addressed to The Manager of Personnel Services, Cincinnati Milacron Limited, Process Controls Division, Bells Lane, Biggleswade, Bedfordshire.

Medical Sales Executive

Smith Kline Surgical Specialties, a newly established U.K. subsidiary of an international company are looking for a first-class sales executive, age 24 to 30, to promote and sell their products in the highly specialised field of orthopaedic surgery. Product emphasis will be on instruments and implants for internal fixation.

Ideal candidates will be professional salesmen in the pharmaceutical or medical instrument industries, preferably with experience of selling in the hospital environment. Personal qualities must include an ability to communicate effectively at all levels, determination, perseverance and an instinctively strong sales technique. This is an ideal opportunity for an ambitious young man to prove himself in a stimulating and challenging situation.

The salary will be negotiable from £1,400 p.a. plus commission. Company car and personal expense account are provided together with generous benefits.

Please write immediately giving full details of career to date and quoting reference number A.138898, to The Personnel Officer, Smith Kline & French Laboratories Limited, Mundells, Welwyn Garden City, Herts.

Senior Internal Sales Engineer

Laurence Scott & Electromotors Limited require a Senior Internal Sales Engineer with experience of electrical and electro-mechanical precision devices to Defence specification, for their special products division.

Responsibilities include estimation of costs and building-up of quotation. Previous experience of related work in a commercial environment is therefore essential. The appointment requires technical education to HNC (electrical or mechanical standard).

A wide selection of reasonable housing is available in and around the attractive city of Norwich close to the Broads and coast.

Brief personal details of career to date to: Mr C. H. Donne, Personnel Manager, Laurence Scott & Electromotors Limited, Kerrison Road, Norwich, NOR 82A.

DIVISIONAL ACCOUNTANT

This post entails responsibility for the entire financial and cost accounting function of a major Division of this successful company. The Division is self-accounting and the appointee will be a member of Divisional Management with functional relationship to the Company Chief Accountant.

Main requirements are:— varied commercial experience with emphasis on cost accounting, experience in a post of comparable responsibility, professional qualification, preferably A.C.W.A. knowledge of E.D.P. leadership ability in terms of achievement and communication. Interest in developing improvements in Management Control Systems.

Preferred age range 30/45 years, salary negotiable in region £2,750-£3,250, good pension scheme, staff dining room.

Please write, giving relevant particulars, to The Chief Accountant, Personnel and Recruitment, Weavers Ltd., Woolwich Road, London, SE7 7RS.



Electrostatics Research

Experienced experimentalists are required in the Electrostatics Group of the ERA Materials Sciences Division. The work involves investigations of the electrical and electro-optical properties of insulators, with emphasis on polymeric materials. The research programmes are aimed at understanding the basic electronic properties of these materials, necessary to solve current industrial electrostatic problems and to further the practical utility of the charge storage property of insulators.

With the current activities expanding as a result of increasing industrial sponsorship, an awareness of industrial application is an advantage.

Appointments are envisaged at two levels, with salaries up to £2,800 and £3,400 respectively. Commencing salary will depend on the originality, experience and enthusiasm for experimental research offered by the candidate.

ERA offers competitive conditions of employment, including re-housing expenses where applicable and a generous contributory pension fund. Laboratories are in a pleasant part of the Surrey countryside.

Please write, giving career details to: The Personnel Manager, Electrical Research Association, Cleve Road, Leatherhead, Surrey. Telephone: Leatherhead 74181.

Soya Meal Sales

Van den Berghs and Jurgens Limited have a vacancy in London for an Assistant Manager, either a man or a woman, to join the team selling soya meal from their new extraction plant at Erith, Kent.

An appropriate qualification would be two or three years' experience of the oil cakes and meals trade in the United Kingdom, Eire, Scandinavia and E.E.C., particularly if filled with experience of shipping and of chartering coastal vessels in relation to this or similar trades.

Salary benefits and conditions will be thoroughly attractive and there will be opportunities for advancement. If you are interested in this appointment, please write to, or telephone:

J. B. Spillett,
Personnel Services Manager,
Van den Berghs and Jurgens Limited,
Kildare House, Dorset Rise,
London EC4P 4DY,
01-383 3060 extension 524

At ESDU we are now starting a carefully researched and planned expansion of our activities which will widen their scope and help us meet the growing world-wide demand for our unique services to industry and science. We are now interviewing for the following posts:

STRESS ANALYST

where a knowledge and experience of Fracture Mechanics and its application to strength and fatigue analysis would be an asset.

FLUID DYNAMICIST/AERODYNAMICIST

preferably with experience relating to both internal and external flow problems. Both of these posts offer the opportunity of working in conjunction with acknowledged experts in assessing, evaluating and correlating data, published and unpublished, on a wide range of problems relating to aerodynamic, chemical, mechanical and structural engineering. The end products—ESDU Data Items—are used in the design offices of leading companies throughout the world. The successful applicants to help us provide this important service will be aged 25-32, have degrees or equivalent qualifications and have gained at least two years' industrial or research experience. Further vacancies will be announced shortly.

Please write, giving full details, to: Dr. A. J. Barrett, Managing Director, ENGINEERING SCIENCES DATA UNIT LTD., 251-259, Regent Street, London, W1E 7AD.

GEOLOGIST

An expanding subsidiary of the Ready Mixed Concrete Limited Group, Britain's largest aggregate producers, requires a qualified Geologist for exploration and site testing in the coalfield and quarrying industries in Scotland and Northern England. The Company is engaged in exploring such minerals as white mica, granite, limestone, gneiss, gravel and sand. Applicants should have field experience and preferably some knowledge of construction materials. There are prospects for advancement to a managerial position. Excellent conditions of employment will be enjoyed and a company car provided. Application forms may be obtained from the General Manager.

Scottish and Northern Aggregates Limited
Bonybriggie, Strathgairn.

THE FELIXSTOWE DOCK & RAILWAY CO.

CREDIT CONTROLLER

The Company operates a rapidly expanding Port in Suffolk with a turnover approaching 24 million.

The successful candidate, who will probably be aged 30-40 and will have had considerable experience in this field, will be required both to reduce existing credit levels and to devise, install and operate a suitable system of credit control for existing and prospective customers. The sales ledger is computer-produced.

Salary will be about £2,500 and there is a contributory pension scheme.

Applications, detailing experience, qualifications and present salary to: Chief Accountant, FELIXSTOWE DOCK & RAILWAY CO., Felixstowe, IP11 8SZ, Suffolk.

UNIVERSITY HOSPITAL OF WALES, CARDIFF

PRINCIPAL SCHOOL OF REMEDIAL GYMNASTS

A Principal is required for a new School for the training of Remedial Gymnasts being established at the new University Hospital of Wales. Candidates must be qualified and preferably have had some teaching experience.

The successful candidate will be required to take up duty in the early part of 1972 with a view to opening the School in the 1972/3 academic year. Salary: £2,121 rising by seven annual increments to £2,790 p.a.

Application forms and further particulars from Associate Group Administrator, University Hospital of Wales, Heath, Cardiff, CF4 4XW. Closing date for receipt of applications, 31st December, 1971.

Sales Representatives

to grow with fast-expanding team. We need a further 3 Salesmen resident in the MANCHESTER, COVENTRY & WIGAN areas.

THE MEN. Aged 25-35 with plenty of experience and initiative and drive (we supply the car).
THE COMPANY. Britain's Best Butter Blenders and Packers. Progressive and forward looking, selling butter and associated products.

SALARY. Negotiable according to experience and ability.
APPLICATIONS TO: E. P. Oakes, Esq., ADAMS BUTTER LTD., Leek, Staffordshire ST15 6BN

ARA Appointments Data Service

We give you the facts before you give us the facts. Write or phone (01)-499-0477 for details of the company, job description, location—with simple interview request form, quoting ref. no. An ARA Consultant has analysed each post.

European Accountant

\$12,000 French or European speaking Accountant can move in on the Common Market and pick up all the right wrinkles while working Paris based, but moving around Europe with this international company. ACA with some industrial experience. Age 28/32 ish. Ref. 2/5

Financial Accountant

up to £3,000 This N.W. Kent company offers newly qualified man the chance to put all his training and professional expertise to maximum effect. He'll supervise over 30 staff with a variety of tasks. Big company experience desirable. Age 23-28. Ref. 2/6

Salesmen

£2,500 Europe's leader in voice communication systems wants top flight men for established territories in London. Think you can sell modern intercom and sophisticated sound systems? If you're 22-35 with proven selling experience, here's a chance to try! Ref. 2/7

Cashiers and Accounts Supvrs.

Top Unit Trust Company North East London still expanding wants men 25-35 with experience and the ability to supervise. Computer know-how would help them to climb more quickly. Good salaries and lots of very good fringe benefits. Ref. 2/8

ARA Astral Recruitment Advertising

13/19 Maddox Street, London W1R 0EY

Profit Improvement Management Information

SENIOR MANAGEMENT CONSULTANCY STAFF

Cooper Brothers & Co. Limited, Management Consultants, require additional senior qualified accountants. They will be based on London or Birmingham and will work with clients on a wide range of assignments mainly concerned with the analysis of profitability, the implementation of plans for profit improvement and the development and implementation of management control systems.

Basic requirements are: * Age 32-36 with at least 8 years' industrial experience including managing staff

* A proven record of advising management at all levels on the use of management information and the implementation of control systems

* The ability to identify profit opportunities and present practical improvement plans to senior management.

The appointments carry a high initial salary and offer excellent opportunities for varied experience and career development.

Brief but comprehensive details of salary and career to date, which will be treated in strict confidence, should be sent to MS D 20/63, Abacus House, Gutter Lane, London, E.C.2.

SYSTEM ANALYST

To participate in a major revision of existing computer systems for accounting procedures relating to electricity generation and in developing new systems to meet changing management requirements.

Applicants should have had two years' experience in the preparation of computer accounting systems or in systems analysis work for large scale data processing projects.

The installation comprises an I.C.L. 1905 32K Disc and Tape System.

The salary which is superannuable, will depend upon knowledge and experience, and will be in a range £2658—£3279 p.a. (NJC Agreement).

Applications, quoting Vacancy No. 1193/71 giving age, details of qualifications and experience, should be sent to the Personnel Officer (Recruitment) Central Electricity Generating Board, South Eastern Region, Bantle House, Sumner Street, London, S.E.1. to arrive not later than 22 November 1971.

CENTRAL ELECTRICITY GENERATING BOARD SOUTH EASTERN REGION

Chartered Accountant

Lloyds & Botsa International Bank requires a qualified Chartered Accountant for its expanding Investment Research Department. Experience of investment analysis gained in a Merchant Bank or other financial institution would be helpful but not essential.

The position offers scope and a rewarding future in this highly successful merger of Lloyds Bank Europe and the Bank of London & South America. A commencing salary of £2800 p.a. is envisaged for the right man, who should be not more than 29 years of age.

Fringe benefits include a house purchase scheme, a non-contributory pension scheme and free lunches. Written applications in strict confidence to J. G. Green, LLOYDS & BOLSA International Bank Limited, 40-46 Queen Victoria Street, London E.C.4.



The Medical Representative

provides a vital link between members of the Medical and Nursing Professions by discussing the Bencard range of Allergy, Vitamin and other prescription products with them. In providing this service he develops and extends the sales of these products to dispensing chemists.

We consider that a lively, engaging personality is essential for this career. So too is a sound educational background which should be broadly based to 'A' level or above in one or more subjects.

We are looking for mature men and women with well developed communication skills. Previous experience in the Pharmaceutical, Nursing or associated professions would be an advantage, but it is not essential.

TRAINING Successful applicants must be available to join a full time residential course at the Company's Training Centre, near Windsor, commencing 1st February, 1972.

SALARY A competitive salary will be offered. Experienced Medical Representatives can earn in excess of £2,000 per annum.

ADDITIONAL BENEFITS Company car, all business expenses, non-contributory pension and life assurance scheme, plus the opportunity of planned career development within the organisation.

With the growth of Bencard there are vacancies in various parts of the U.K.

Letters of application clearly indicating whether you would prefer to be based on your present address or are willing to move and to which area, should be sent bearing the reference MRS/DT to:-

Personnel Officer, Bencard, Bencard House A/O, Great West Road, Brentford, Middlesex
BENCARD of Bencard Group

Senior Sales Executive

£3,000+

CITY OF LONDON

Scicon Computer Services, one of the largest computer bureaux in Europe, is developing its marketing operations in the City of London. A new range of special programs and packages is well advanced and will be added to an existing wide range of proven commercial and financial systems.

* A thorough knowledge of modern data processing techniques.

* An analytical approach to business methods and sound commercial judgement.

The salary is negotiable but will not be less than £3,000 p.a. plus normal fringe benefits. The bureau is currently expanding at the rate of 40% per annum and promotion prospects are excellent.

The work will involve marketing these systems to companies active in such fields as merchant banking, stock-broking, shipping and insurance, and identifying other related markets. Responsibility is to the Sales Manager.

Scicon computer services

The qualities required include:
* Successful selling experience in the City at all levels and to all types of financial and commercial companies.

Please apply in writing, quoting reference number 58/04/DT, to:
The Personnel Manager, Scientific Control Systems Ltd., Gillow House, 5 Winsley Street, London, W1P 4AA.

Sales Opportunities with Kraft

We are expanding and early in the new year will require men, with or without sales experience to join our sales force in London and the Home Counties. We need two in the Harrow/Widmore and Ilford/Romford areas to help market our famous retail grocery products. In the Reading/Slough/Maidenhead and Hatfield/Watford areas we need men to sell our catering and industrial products.

Salesmen with experience of the grocery or catering trade will enjoy a first class salary and promotion prospects to managerial level in the future. Trainee salesmen will find this a unique opportunity to gain valuable sales experience in the fast moving consumer goods area.

All positions offer a highly competitive starting salary plus incentive bonus and company car. Intelligence, enthusiasm and a genuine desire to succeed are vital.

To find out more write giving brief details of your career to date to:
J. C. Williams, Special Supervisor, Kraft Foods Limited, 91-93 Eleanor Cross Road, Watlington, Oxon.



MARINE DIVISION MAJOR INTERNATIONAL ENGINEERING AND CONTRACTING COMPANY

Requires:
SENIOR CIVIL AND MECHANICAL ENGINEERS
Also:
SENIOR CONSTRUCTION SUPERVISORS
Must have Marine or Offshore Experience. Petroleum Industry Experience Preferred. Assignments in U.K. and Overseas.
FLUOR OCEAN SERVICES LTD.
Please apply: Senior Personnel Officer, Fluor (England) Ltd., 26, Finsbury Square, London, E.C.2.

BUSINESS MANAGER

Small International Company in Kensington requires experienced person with substantial bookkeeping experience to run accounts department and supervise secretarial staff of 10. Suitable for chartered secretary or other with similar management experience. Salary from £3,000 p.a.
Write: B.M. 38715, Daily Telegraph, E.C.4.

BLUE CIRCLE GROUP

mechanical engineers

for works duties

The Associated Portland Cement Manufacturers Ltd., the producing Company of the Blue Circle Group, wish to recruit experienced mechanical engineers in the age group 28-40, primarily for maintenance of cement plant but with involvement in extensive Works improvement projects and in-plant development. Situations will be mainly confined to the North Midlands, Northern England and Scotland and all applicants must have attained H.N.C. in Mechanical Engineering plus five years practical experience in planning and supervision of maintenance of heavy process plant and associated mechanical handling systems. Experience in engineering and commissioning of new plant installations would also be of advantage. The competitive starting salary will be according to age and experience plus Profit Sharing Bonus and membership of a contributory Pension Fund. Candidates should write for application forms giving brief details of experience, training and qualifications to:-
Northern Area Engineer, The Associated Portland Cement Manufacturers Ltd., Wilmington, Hull, HU8 8BD, E. Yorkshire.

PERSONNEL AND TRAINING MANAGER

Our Client, employing 500 at a manufacturing plant in MIDDLESEX, is part of a major Group in its field, with many locations in the U.K. It seeks a:
PERSONNEL AND TRAINING MANAGER
£2,500 to £2,750

He will report to the General Manager, the major area being the further development of the Personnel Department. In particular he will be responsible for recruitment, wage and salary administration, industrial relations, training and management development (already underway).

We seek a man with substantial relevant experience which includes managing a Department. Experience of management development, though not essential, would be an asset. Probably P.M. qualified, he must be practical with a professional approach.

Prospects could exist for a successful man with the expansion of Personnel to other parts of the Group.

Please apply, with full personal and career details, to us, as the Company's advisers (in strict confidence) quoting Ref. P1M/120.

Irving Gordon, 1PG Personnel Consultants, 32 Shaftesbury Avenue, London W1V 7DD Telephone 01 437 0751
"The Personnel & Training Specialists"

Marketing Co-ordinator £2500 SOUTH COAST

We are among the largest and most progressive flower producers in this country. We have a modern nursery situated in the pleasant part of the South Coast, and a young and enthusiastic management team operating with modern control techniques.

Marketing is the key to the future of the company. The successful applicant will be responsible in the Marketing Director for the implementation of these policies in respect of packaging and distribution. He should have experience in these spheres as well as in marketing, labour control, forward planning, buying and costing. The ability to completely control his operation is essential.

Applications which will be treated in confidence should be forwarded to M.C.18723, Daily Telegraph, E.C.4, and state full details of age, experience and salary required.

SALES REPRESENTATIVE (IMPORTED PRODUCE AND PROVISIONS)

Based in the Manchester area, the successful applicant will be aged 25-35 years, and experienced in the sale of canned fruits, vegetables and meats.
Salary commensurate with experience. Car provided.
Please write, giving full details, to:
Mr. E. P. Oakes, Sales Director, Springfield Road, Leek, Staffs ST13 6EN.

DEVELOPMENT ENGINEER

Up to £3,250 including Profit Sharing
Colder, largest manufacturer of industrial buildings in the UK, need another ideas man to join their technical team engaged in developing new products and investigating the use of new methods and materials.
Applicants should be between 28 and 45 years of age, hold a professional engineering qualification or degree, and have a wide experience in the building construction field.
Benefits include a generous profit sharing scheme, free life assurance, contributory pension scheme, and four weeks' annual holiday. Assistance will be given with re-location expenses.
Applications, giving brief details, should be sent in confidence to:-
The Personnel Manager, CONDER GROUP SERVICES LIMITED, 37-39, Southgate Street, Winchester, Hants.



PROJECT SCIENTIST

A Project Scientist is required for the Science Section of Generation Research Limited. This man will take responsibility for both laboratory and field investigations into the many aspects of specialist engineering processes operated by the Group.
Cementation Research Limited serves a group of companies with a turnover of £151 million but also offers its services to specialist engineering world wide.
Our laboratories are modern, well equipped and very pleasantly situated.
Dr. P. C. Hewlett, CEMENTATION RESEARCH LTD., Denham Way, Maple Cross, Rickmansworth, Herts, Rickmansworth 7696R.



AIRLINE RESERVATIONS OFFICER

Cut Aviation require an experienced Airline Reservations Officer to be based in Bahrain. He will be responsible for the direct and detailed supervision of the central Reservations Control Office situated in Bahrain. He will also be expected to undertake instruction of established local staff.
Basic salary, based on experience, will be in the region of £1,515 to £1,808 p.a., to which are added a Station Allowance and generous Family Allowances as appropriate. Free furnished accommodation is provided and two months' leave per annum with free passage to the U.K. It is anticipated that the successful applicant will be in his 20's or early 30's.
Applicants should send to: Personnel Superintendent, BOAC, c/o Civil Companies Ltd., P.O. Box 10, Hounslow, Middlesex.



We are a leading national distributor of timber derived products to the building industry. Our customer service is second to none, and we consider basic marketing principles essential to economic growth.

Pursuing our policy of internal promotion and planned expansion, we now have two vacancies in our sales team.

REPRESENTATIVE
To develop an important new sales area in South East England, he will need to live North of the Thames.

Applicants should be 23/40 years of age, possess drive, imagination, and an appetite for hard work coupled with a keen interest to become thoroughly involved in our business. His salary is commensurate with this responsible position. A company car will be provided and usual expenses paid.

SALES CORRESPONDENT
For our busy Merchandising Sales Office team to handle customers' queries and problems.
We want a young man, probably between 23/28 who has imagination, a sense of humour and a good telephone manner. He will react well under pressure, possess the will to succeed and the energy to achieve this success.
We offer an attractive starting salary, and staff conditions are good, including an excellent subsidised canteen.

Apply in writing to:
MR. T. W. FOLKES, The Merchant Trading Co. Ltd., Adrienne Avenue, Southall, Middlesex.

SALES REPRESENTATIVE

(South East London Area) for **LEADING CARPET MANUFACTURER**

An opportunity exists to join a lively sales organisation in this highly important area.

Although some experience of the carpet trade is desirable, emphasis will be on PROFESSIONAL SALES ABILITY, which may have been gained in the field of fast moving consumer goods.

A thorough product training will be given to the successful applicant.
Salary by negotiation.
A Company car is provided and free life assurance and pension scheme operate. Interviews will be held in London.

Apply in confidence to: General Sales Manager, Gilt Edge Carpets Limited, Mill Street, Kidderminster, Worcestershire.

Gilt Edge Carpets

THE UNITED LIVERPOOL HOSPITALS CAPITAL PROJECTS MANAGER

SALARY SCALE £3,488 - £4,296
To head expanded planning team for work in connection with the capital programme - main project 830 bed teaching hospital. Second phase (valued £12 million) is under construction and final phase is being planned.
DUTIES: Overall responsibility for the planning and construction of all capital projects. Co-ordinate our activities with the Design Team and Contractor; prepare and update programmes etc.
QUALIFICATIONS: Ideally experience of networks and project cost control, hospital planning and the ability to lead and integrate teams of specialists.
Further particulars of the post and an application form may be obtained from the Secretary, 80 Rodney Street, Liverpool L1 5AF. Applications to be returned by 26th November 1971.

Chafer

The name in bulk fertiliser is about to market a totally new concept that no other Company can imitate. To help us we need to strengthen our sales team with up to a dozen, action orientated, self starters; aged about 25-35; with sufficient confidence in their ability and tenacity to succeed.

Results will be rewarded and recognised accordingly.

Career opportunities—limitless.

New car, negotiable salary, incentive bonus, pension scheme, these await you; with

Chafer operates in Eastern Britain

Chafer the most progressive Company in the field in Europe.

Applications in writing to: J W Chafer Ltd Millerhorn Lane Doncaster Yorks

SALES

Who know what's what in the North

We've fifty years experience in the office equipment field, and sell all types of business equipment - from typewriters to electronic invoicing machines. So the men who work for us are not tied to the same old line.

We need salesmen who know what's what in the North. Based in Manchester, they will cover the North-Western territory.

To the right ones we'll pay a good basic salary plus car allowance, commission and bonus. And there'll be plenty of opportunities for management.

If you know what's what in the North, and are tired of pushing the same old line. Drop us a line - and get those goods moving again.

Write or telephone. Quoting ref: T12
Mr. L. A. Samuel
Low's Business Machines Limited
7-8 Liverpool Street London EC2M 7NS
Tel: 01-283 1726

Marketing Manager

Technical publishing in the modern sense

This is a senior appointment managing a compact but vital department. Main duties will be: setting sales targets for each product; ensuring that current products' sales-potential is fully exploited; recommending price structures; supervising and motivating direct-mail staff; assessing potential of other sales methods (eg seminars, field representation, tele-sales).
You will also be very much involved with new product development. We are already launching a scientific/technical book club, an audio-cassette programme and a microfilm programme among others—you will assess market requirements and commercial viability of further ventures, suggesting new products and modifications to the present range.
Peter Pergrinus is a young dynamic company associated with the IEE. As well as performing a publishing service under contract to other bodies, we have our own publishing programme. Having established a number of journals, we are now building up a strong list of technical/scientific books, which will become increasingly important to our business (and our market).
Qualifications: you should have had at least five years' experience in marketing and publishing, including possibly a successful period as an assistant marketing manager in technical publishing. We expect you will have a degree.
Write with career details to:
P.B. Rank, Personnel Manager, Institution of Electrical Engineers, Savoy Place, London WC2R 0EL.

Creativity & Ideas Man

c. £3,000

We are Gestetner Limited marketing a range of duplicating machines and office equipment and currently introducing a plain paper copier. We have used many novel ideas to promote these products - sailing barges, tin mines and free flights among them - and we want you to better them.
You will be expected to be creative in a variety of areas, to quickly come up with new ideas for our sales promotions - mail shots - exhibitions - posters, and of course, help put your ideas into action.
You are probably 23-35 and able to show us that you have created and put into action original sales promotion ideas which were successful and have the ability to write really good copy.
In return you will get a starting salary of about £3,000 p.a. and opportunities relating to your abilities.
If you are convinced that you are the man for the job write or telephone for more details quoting ref: 1G/3 to:
Philip Regan, Marketing Selections Limited, 7 Kendall Place, London, W1H 3AG Tel: 01-935 3378

WORK STUDY MANAGER

Engineering

For a well known organisation located in a pleasant part of Surrey, employing over 1,000 and manufacturing a wide range of electronic components. He will be responsible to the Industrial Engineering Manager for the management and efficiency of a small work study team, and ensure that work study in its widest aspects makes a better contribution to profitability. He should have had sound experience as a team leader in the electronic or light engineering industry and have a good knowledge of method study, work measurement and incentives, coupled with M.T.M.2. This is an important middle management position for a self-starter with an I.W.S.P. qualification. An attractive salary will be negotiated according to age and experience and the man appointed will probably be currently earning not less than £2,500.
Reference: 3014/JDT (John R. Laverick)
All letters will be treated in strictest confidence and should be addressed to the consultant quoting the reference number.

AIO Executive Selection Division
157 KNIGHTSBRIDGE - LONDON SW7 1RN

National Training Manager

FINANCINGS (GUARANTEES) LTD.

Financings (Guarantees) Ltd., a subsidiary of the First National Finance Corporation, one of Britain's leaders in personal finance, are seeking a National Training Manager with both the ability and expertise in the specialist field of training.
The ideal applicant, having had a sound education both academically and commercially will now be seeking to consolidate his position further with a company whose growth rate to date has few equals. Preferably should be a member of B.I.T.O., though experience in the training of a large sales force in the consumer field selling direct to the public is of prime importance.
Anyone under 30 will be unlikely to have the breadth or depth of experience that we seek. Ideally they should reside in London or the Home Counties for easy access to our Harrow office, but as a degree of mobility is necessary due to the extensive travelling required, it is not an essential requirement.
The position is regarded as a senior one and an attractive salary commensurate with the position will be offered, coupled with generous fringe benefits including a company car and a non-contributory Pension & Life Assurance Scheme with immediate inclusion.
Applicants should write in confidence with full details of career to date and salary required to:
Mr. W. Suckland, Managing Director, Financings (Guarantees) Ltd., Charlemagne House, Kenyon Road, Harrow, Middx. A subsidiary of the First National Finance Corporation Group assets exceed £123 million.

GROCERY PRODUCT MANAGER

This is a new appointment in a Company already well established in a high-figure turnover in the Beverage Market in this country and overseas. The Company is a division of Associated British Foods and has already successfully embarked on a major programme of development.
The Grocery Product Manager will report direct to the Group Marketing Manager. In appointment he will assume full responsibility for the further development of the Company's U.K. Grocery interests and will be in control of both above and below the line appropriations.
The successful candidate is likely to be a graduate in the 28-35 age group. Certainly, he will have already had a minimum of two years experience as a product manager in a major U.K. grocery company.
Salary negotiable around £3,000 per annum, plus Company car, Pension and Life Assurance facilities.
Applications in writing should be addressed to: Mr. A. J. Spencer, Group Personnel Manager, R. T. Wainwright & Co. Ltd., South Way, Andover, Hampshire.

OFFSHORE CONSTRUCTION ENGINEERS PIPE MILL INSPECTORS

Required for overseas assignment—extensive experience and top qualifications required.
North American Inspection Services, 16, Hanover Square, London, W.1.
Tel.: 01-493 7177/8.

SALESMEN

We are looking for first-class experienced salesmen to sell our quality products with retailers in the following areas: one, Lancashire, and two, the territory bounded by a line drawn between Portsmouth, Oxford, Bedford, Womboly and Worthing.
The successful applicant can look forward to an excellent salary, generous expenses and full use of a car.
If you are resident in either area, then please apply with full career and personal details, to:-
Sales Director, Old Hall Table Ware Limited, Revival Street, Blaxwath, Staffs. Tel.: Blaxwath 75691.
The Exact Name Is Stated on Each Table Ware

REPRESENTATIVE

of unusual and proven ability required to sell unique jewelry products, including the internationally acclaimed Spiral 80 Staircase, to the Building and Hotel Industry. Extensive developed personality by the Director will be handed over. Our strongly backed company intends to reach the very top and this position offers a great future to the right man. The successful applicant will be able to earn £5,000 per annum (salary and commission), car provided or subsidised.
Write Managing Director, 51/52, Sutton Road, Southend-on-Sea, Essex. SS2 5PQ.

